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UNITED STATES DEPARTMENT OF AGRICULTURE
MISCELLANEOUS PUBLICATION No. 150

WASHINGTON, D. C. DECEMBER, 1932

BIBLIOGRAPHY ON THE MARKETING OF AGRICULTURAL PRODUCTS

(Supplementary to Miscellaneous Circular No. 35)

Compiled by

LOUISE O. BERCAW and ESTHER M. COLVIN

Library, Bureau of Agricultural Economics
under the direction of

MARY G. LACY, Librarian

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Indexes and bibliographies:

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BIBLIOGRAPHY ON THE MARKETING OF AGRICULTURAL PRODUCTS

Compiled by Louise O. Bercaw and Esther M. Colvin, *Library, Bureau of Agricultural Economics,* under the direction of Mary G. Lacy, *Librarian*

INTRODUCTION

This classified and annotated bibliography supplements Miscellaneous Circular 35, Bibliography on the Marketing of Agricultural Products, issued in March, 1925. It is designed to include the important references to printed publications in English on methods of marketing agricultural products and the principles on which methods of marketing should be based. It covers approximately the dates 1924–1931. No attempt has been made to cover the field of statistics, although some publications containing statistical data have been included.

Mimeographed publications, with a few exceptions, have not been included. These exceptions consist mainly of references to bibliographies issued by governmental agencies. No special search was made for material on the artificial coloring and ripening of fruits and vegetables. References to publications dealing with storage and transportation diseases have been omitted, as it was felt that this subject belonged to plant pathology rather than to marketing.

Periodical articles have not been included as a class because the Agricultural Index[1] makes them fully available. Exception has been made, however, in the case of some of the American economic periodicals, State horticultural society reports, and the monthly publications of some of the State departments of agriculture. No attempt has been made to include short articles from the Yearbooks issued by the United States Department of Agriculture.

No attempt has been made to include the reports of marketing bureaus or divisions of marketing under the State departments of agriculture, although they may contain items of local interest.

A classified arrangement similar to that in Miscellaneous Circular No. 35 has been used in this bibliography. The material has been arranged under commodity wherever possible. The result is that many references on such subjects as cooperative marketing and cold storage are listed under the commodity rather than under the general heading. General works on marketing are listed only under General Marketing, although most of them contain sections on special commodities.

To make this material fully available a detailed author and subject index has been made. The references in the index are to item numbers and not to page numbers. Abbreviations used are those listed in United States Department of Agriculture Bulletin 1330, Abbreviations Employed in Experiment Station Record for Titles of Periodicals.

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[1]Agricultural Index; a cumulative subject index to agricultural periodicals, books, and bulletins. H. W. Wilson Co., New York City.

GENERAL MARKETING

GENERAL

ANONYMOUS. (1)

MARKETING PRIMARY PRODUCTS WITH SPECIAL REFERENCE TO AUSTRALIA AND NEW ZEALAND. Econ. Rec. Sup. v. 4, 160 p. February, 1928.

"The papers published in this supplement of the Economic Record were prepared for the proceedings of Section G. of the Australasian Association for the Advancement of Science for its Hobart meeting in January, 1928." Partial contents: The Theory of Marketing, with Special Reference to Primary Products, by D. B. Copland; Wheat Pools, with Special Reference to Australia, by G. L. Wood; Problems of Constructive Agricultural Co-operation, by J. Thompson; Digest of Paper on the Collective Marketing of Australian Produce, with Special Reference to Wheat, by C. W. Harper; BAWRA [British Australian Wool Realization Association (Ltd.)], by E. C. Dyason; An Australian Wool Futures Market, by H. E. Teare; South Australian Marketing, by A. L. G. MacKay; The Marketing of the Primary Products of Australia, by T. Patterson; A Review of the Queensland Plan for the Marketing of Primary Products, by L. R. MacGregor; The Empire Marketing Board and Empire Economic Affairs, by F. L. McDougall; Some Costs of Marketing Control, by L. F. Giblin; Notes on New Zealand Control Boards, by A. H. Tocker; Bibliography and Reports.

ADAMS, L. A. (2)

HOW CONSUMER SURVEYS HELP IN SELLING. 4 p. [New York], Kardex Inst. 1925.

ALABAMA POLYTECHNIC INSTITUTE, EXTENSION SERVICE. (3)

ALABAMA'S MARKETING POLICY. Ala. Polytech. Inst. Ext. Circ. 100. 4 p. Auburn. 1927.

ALEXANDER, R. S. (4)

A COURSE IN THE ELEMENTS OF MARKETING. 140 p. New York. 1927.

"Copyright, 1927, by the Department of University Extension, Columbia University, N. Y." Bibliography, p. 7. This course is arranged in 18 different assignments. Assignments of particular interest to agriculture are Nos. 9–13, which deal with grading, storage, organized exchanges, and cooperative marketing.

AMERICAN ACADEMY OF POLITICAL AND SOCIAL SCIENCE. (5)

THE AGRICULTURAL SITUATION IN THE UNITED STATES. Ann. Amer. Acad. Polit. and Social Sci. v. 117, 304 p., illus. January, 1925.

Partial contents: The Farmer's Foreign Market, by Robert J. McFall; A Domestic Market for American Farm Products, by L. C. Gray; The American Farmer and the Tariff, by C. W. Holman; Measuring the Spread from Farmer to Consumer, by W. P. Hedden; Costs and Margins in Marketing, by J. D. Black and H. B. Price; The Extent of Cooperative Marketing Among Farmers To-day and the Results Secured by Cooperative Associations, by B. H. Hibbard; Financial Gains of Marketing Successfully Through Cooperation, by Theodore Macklin; Possibilities and Limitations of Cooperative Marketing, by H. E. Erdman; Sound Principles in Cooperative Legislation, by J. D. Miller; Marketing Fluid Milk in Philadelphia—an Experience in Sales Cooperation, by R. W. Balderston; The Place of Advertising in American Agriculture, by G. F. Johnson.

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FARM RELIEF. Ann. Amer. Acad. Polit. and Social Sci. v. 142, 479 p., illus. March, 1929.

Partial contents: Transportation Rates and Facilities, by Harry Gabriel; Limitations, Advantages, and Special Field of Direct Marketing, by G. S. Watts; Market Information and the Farmer's Problems, by F. F. Lininger; A Foreign Policy for the American Farmer, by J. G. Hervey; A Half Century of Coöperative Marketing in the United States and Canada, by J. F. Booth; Recent Trends in Coöperative Marketing, by B. H. Hibbard; Standardizing Production—What Has Been Done and What Can Be Done, by W. A. Sherman; The Standardization Program of the Agricultural Coöperatives of the United States, by R. W. Balderston; Operation of the Australian Dairy Produce Export Board, by J. R. King.

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MARKETS OF THE UNITED STATES. Ann. Amer. Acad. Polit. and Social Sci., v. 127, 190 p., September, 1926.

Wheat and Wheat Flour, by A. E. Taylor, p. 30–48; Foreign Markets for Live Stock and Meats, by L. D. H. Weld, p. 49–56.

APP, FRANK. (8)

FARM ECONOMICS; MANAGEMENT AND DISTRIBUTION. Ed. 2, rev., 700 p., illus. Philadelphia, Chicago, [etc.], J. B. Lippincott Co. [1928]. (Lippincott's Farm Manuals.)

References at end of most of the chapters.

Marketing of Farm Products, Ch. XVI, p. 564–596; Fundamental Principles of Cooperation in Agriculture, Ch. XVII, p. 597–620. This chapter was written by G. H. Powell and is reprinted from California Agricultural Experiment Station Circular 222.

ARIZONA UNIVERSITY, COLLEGE OF AGRICULTURE, AGRICULTURAL EXTENSION SERVICE. (9)

AN ECONOMIC SURVEY OF SALT RIVER VALLEY PROJECT IN MARICOPA COUNTY, ARIZONA. Ariz. Agr. Col. Ext. Circ. 59, 117 p., charts. Tucson. 1929.

This is a report of a cooperative project carried on by the United States Bureau of Agricultural Economics, and various State and private organizations and individuals. It includes sections on the marketing of cotton, citrus fruits, beef cattle, etc.

ARKANSAS STATE DEPARTMENT OF EDUCATION, DIVISION OF VOCATIONAL EDUCATION. (10)

THE MARKETING OF FARM PRODUCE. A MANUAL DESIGNED FOR EVENING SCHOOL INSTRUCTION IN VOCATIONAL AGRICULTURE IN ARKANSAS. 64 p., illus. Little Rock. 1928.

Bibliography, p. 63–64. References scattered throughout the text.

ARMENTROUT, W. W., CROSBY, H. T., and RICHARDS, H. I. (11)

ADJUSTING AGRICULTURAL PRODUCTION AND DISTRIBUTION IN SOUTH CENTRAL WEST VIRGINIA TO MEET HOME MARKET DEMANDS. W. Va. Agr. Expt. Sta. Bul. 188, 64 p., illus. Morgantown. 1924.

The results of a consumption, production, and distribution survey of Charleston, W. Va., and its trade territory are presented in this bulletin. Pages 22–28 deal with transportation, storage, and marketing in this area. Surveys have also been issued for the Clarksburg, Beckley, and Wheeling areas.

ARTMAN, C. E. (12)

INDUSTRIAL STRUCTURE OF NEW ENGLAND . . . PART I OF THE COMMERCIAL SURVEY OF NEW ENGLAND. U. S. Dept. Com., Bur. Foreign and Dom. Com., Dom. Com. Ser. 28, 591 p., illus. 1930.

Marketing dairy products, p. 22–24; cranberries, p. 33; potatoes, p. 37–38; onions, p. 39; tobacco, p. 45.

ASHBY, A. W. (13)

THE MARKETING OF FARM PRODUCTS. [4] p.

Reprinted for the Institute for Research in Agricultural Economics, Oxford, from the Farmer and Stockbreeder, September 29, 1924. Also in Miscellaneous Papers in Agricultural Economics of the Agricultural Economics Research Institute, Oxford University, v. 3, 1923–1925.

AUSTRALIA. DEVELOPMENT AND MIGRATION COMMISSION. (14)

SECOND INTERIM REPORT ON INVESTIGATION INTO PRESENT POSITION OF TASMANIA. 30 p., illus. Melbourne. H. J. Green, Govt. printer. 1928.

Pt. 3, Marketing Methods, p. 13–16.

BAUSMAN, R. O. (15)

PRODUCING AND MARKETING FARM PRODUCE IN NORTHERN NEW CASTLE COUNTY. Del. Univ. Agr. Ext. Bul. 13, 90 p., illus. Newark. 1927.

BELL, E. J., JR. (16)

MARKETS FOR THE FARM PRODUCTS OF THE BILLINGS TRADE AREA. Mont. Agr. Expt. Sta. Bul. 212, 47 p., illus. Bozeman. 1928.

BENTON, A. H. (17)

ADVERTISING FARM PRODUCTS BY FARMERS AND FARM ORGANIZATIONS. N. Dak. Agr. Expt. Sta. Bul. 185, 32 p., illus. Fargo. 1925.

Reference books on advertising, p. 32.

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AN INTRODUCTION TO THE MARKETING OF FARM PRODUCTS. 427 p. Chicago and New York, A. W. Shaw Co.; London, A. W. Shaw & Co. (Ltd.). 1926.

References at end of chapters. Chapters deal with the following subjects: The origin and development of our marketing systems; marketing services; marketing wheat and other grains; farmers' grain-marketing movements and organizations; cooperative livestock and cooperative dairy marketing organizations, the marketing of livestock, dairy products, potatoes, poultry and eggs, cotton, wool, hay, tobacco, citrus fruits, apples, cranberries, peanuts, honey, and rice; representative California cooperative organizations marketing deciduous fruits and nuts; purchasing farm supplies; marketing legislation; and the fundamentals, difficulties, and dangers of cooperative marketing.

BERGER, A. C., TAYLOR, P. R., CRITCHFIELD, B. H., and KIFER, R. S. (19)

AGRICULTURAL PRODUCTION AND MARKETING IN LEBANON COUNTY, PENNSYLVANIA; A REPORT OF THE RESULTS OF SURVEY OF AGRICULTURAL CONDITIONS IN LEBANON COUNTY, PENNSYLVANIA, FOR THE PURPOSE OF FURNISHING AN ECONOMIC BASIS FOR A PRODUCTION AND MARKETING PROGRAM. Penn. Agr. Expt. Sta. Bul. 198, 48 p., illus. State College. 1925.

General marketing methods and practices, p. 40–42. For marketing of specific commodities see under commodities.

BLACK, J. D. (20)
AGRICULTURAL REFORM IN THE UNITED STATES. 511 p. New York, London. McGraw-Hill Book Co. 1929.

In five parts, titles of which are The Selling, The Surpluses, Price Raising by Government Action, Adjustment—Individual and Cooperative, and The Reforms. Pt. 5, The Reforms, contains chapters on marketing and transportation.

BLISS, D. C. (21)
MARKET FOR AMERICAN FOODSTUFFS IN SIAM. U. S. Dept. Com., Bur. Foreign and Dom. Com., Trade Inform. Bul. 610, 17 p. 1929.

Discusses extent of the market, market organization, credit extension, import duties and regulations, markets for specific commodities, and prospects for American trade. A copy of the skimmed milk act is given in the appendix.

BLISS, R. K. (22)
EXTENSION SERVICE AIDS MARKETING AND FARM MANAGEMENT. 16 p. [Ames?] Iowa State Col. Agr. and Mech. Arts, Ext. Serv. 1931.

Address before the Iowa Farm Bureau Federation, January 15, 1931.
Tells how the Extension Service aids in the marketing of farm products and helps the farmer in his farm management problems.

BOMBERGER, F. B. (23)
FUNDAMENTAL PRINCIPLES INVOLVED IN MARKETING PERISHABLE PRODUCTS. Del. State Bd. Agr. Bul. 18 (5) : 143–150. Dover. 1929.

BORSODI, RALPH. (24)
DISTRIBUTION AGE; A STUDY OF THE ECONOMY OF MODERN DISTRIBUTION. 321 p. New York, London, D. Appleton & Co. 1927.

This book is in four parts. Pts. 1 and 2 are devoted to an analysis of modern methods of distribution. "The third and fourth parts of the book represent an effort to suggest what consumers, retailers, jobbers, and manufacturers can do in order to lower the cost of distribution."

BOSTON CHAMBER OF COMMERCE, BUREAU OF COMMERCIAL AND INDUSTRIAL AFFAIRS, COMMITTEE ON AGRICULTURAL INDUSTRIES. (25)
THE NEW ENGLAND AGRICULTURAL INDUSTRIES. 24 p., charts. Boston. [1926.]

This is one of a series of five studies conducted by industrial leaders under the auspices of the Boston Chamber of Commerce. The purpose of this survey of the agricultural industries of New England is to "evaluate the present condition of these industries and to present their outstanding problems." Markets and marketing (advertising, transportation by rail and by motor truck, losses in transportation, marketing, mail order selling, peddling, roadside markets, community markets, and cooperative marketing), p. 12–17.

BOYLE, J. E. (26)
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References at end of chapters. Includes chapters on marketing and the middleman, cooperation, transportation, cold storage, speculation, the grain trade, and the livestock and meat industry.

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MARKETING OF AGRICULTURAL PRODUCTS. 479 p., illus. New York, London, McGraw-Hill Book Co. (Inc.) 1925.

Reading references, p. 464–465.

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NATIONAL AND INTERNATIONAL ASPECTS OF FARM MARKETING . . . a brief review of 1923. N. Y. State Hort. Soc. Proc. 69 : 8–24. 1924.

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COMMODITY MARKETING STUDIES IN AGRICULTURAL ECONOMICS RESEARCH. Assoc. Southern Agr. Workers. Proc. 30 : 18–21. 1929.

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Marketing, p. 65–67. Includes information on the marketing of cotton, tobacco, rice, and sugarcane.

BREITHAUPT, L. R., and HALEY, R. M. (31)
UNION COUNTY HOME MARKETS SURVEY; A STUDY OF THE RELATIONSHIP BETWEEN CONSUMER DEMAND AND LOCAL SUPPLY, MARKET CONDITIONS, AND RELATED FACTS. Oreg. Agr. Col. Ext. Bul. 411, 94 p., illus. Corvallis. 1929.

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COMMODITY MARKETING; THE MARKETING OF A NUMBER OF SELECTED NONAGRICULTURAL PRODUCTS AND PUBLIC UTILITY SERVICES. 477 p., charts, maps. New York and London, McGraw-Hill Book Co. (Inc.). 1931.
Bibliography, p. 455–457. Includes chapters on the marketing of meats and tobacco products.

BRITISH COLUMBIA LAWS, STATUTES, ETC. (33)
AN ACT RESPECTING THE DUTIES OF AGENTS IN THE SALE OF PRODUCTS OF THE SOIL. 9 p. [Victoria, printed by C. F. Banfield, 1927.]

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AN ACT RESPECTING THE MARKETING OF FRUIT AND OTHER PRODUCE. 8 p. [Victoria, printed by C. F. Banfield, 1927.]
"Produce" means any fruit, vegetable, grain, or cereal grown in the Province.

BROWN, EDMUND, JR. (35)
MARKETING. 503 p., illus. New York and London, Harper & Bros. 1925.
In six parts, Introductory, Certain Basic Trades, Organized Exchanges and Future Trading, Wholesale Distribution, Retail Distribution, and Marketing Policy. Pt. 2, Certain Basic Trades, includes chapters on wheat, cotton, livestock and meat, fresh fruits and vegetables, canned foods, tobacco, hides, leather, etc.

BUECHEL, F. A. (36)
THE COMMERCE OF AGRICULTURE: A SURVEY OF AGRICULTURAL RESOURCES. 439 p., illus. New York, John Wiley & Sons (Inc.); London, Chapman & Hall, (Ltd.). 1926. (The Wiley Agricultural Ser.)
References at end of chapters. Marketing, p. 424–433. Pt. 3, p. 149–411, includes material on the marketing of wheat, p. 160–161; corn, p. 170–171; oats, p. 179; hay, p. 197, 200; beef-transportation and refrigeration, p. 212–213; beef cattle, p. 213, 214; dairy products, p. 227–230; hogs, p. 241; sheep, p. 256; berries, p. 308; citrus fruit, p. 311; almonds, p. 316–317; tobacco, p. 346–348; cotton, p. 372–373; wool, p. 387–388.

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CALIFORNIA DEVELOPMENT ASSOCIATION, DEPARTMENT OF RESEARCH AND INFORMATION. (38)
REPORT ON PROBLEMS OF AGRICULTURAL DEVELOPMENT IN CALIFORNIA. 22 p. [San Francisco, 1924].
In eight sections. Section G, p. 8–16, is on production and marketing problems. It is further subdivided into the following parts: Production of farm crops; marketing of farm products (transportation, distribution, and sales); and financing crop production and movement.

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THE STORY OF MARKETS. 118 p., illus. New York and London, Harper & Bros. 1929. (City and Country Ser.)
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CAMPBELL, MACY. (40)
RURAL LIFE AT THE CROSSROADS. 482 p., illus. Boston, New York [etc.], Ginn & Co. [1927].
Includes chapters on marketing and cooperative marketing.

CANADA PARLIAMENT, HOUSE OF COMMONS, SELECT STANDING COMMITTEE ON AGRICULTURE AND COLONIZATION. (40a)
MINUTES OF PROCEEDINGS AND EVIDENCE . . . REHANDLING AND MARKETING AGRICULTURAL PRODUCTS. nos. 2 and 6. Ottawa, F. A. Acland. 1931.
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COORDINATION OF RESEARCH IN MARKETING. Jour. Farm Econ. 8: 263–266. 1926.
This paper was read at the sixteenth annual meeting of the American Farm Economic Association. December 30, 1925.

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ELEMENTS OF RURAL ECONOMICS. 266 p., ills. Boston, New York, [etc.], Ginn & Co. [1924].
Marketing farm products, p. 189–215. Chapter X, Cooperation Among Farmers, discusses the different forms of farmers' cooperative organizations.

CLARK, F. E., and WELD, L. D. H. (42a)

MARKETING AGRICULTURAL PRODUCTS IN THE UNITED STATES. 672 p. New York, The Macmillan Co. 1932.

According to the authors' preface, Mr. Weld's book, The Marketing of Farm Products, written in 1915, was used as a foundation for this book. The general approach and method of treatment used in the first book have been used in the present volume, "but the original book has been revised and enlarged to such an extent that it now constitutes a new book, and therefore has been given a new name." Titles of the 28 chapters are as follows: Introduction, Marketing Functions, Methods of Sale, Marketing at Country Points, Wholesaling Farm Products, Middlemen of the Wholesale Market, Wholesale Auctions of Fruits and Vegetables, Retailing Farm Products, Storage, Cold Storage, Transportation as a Factor in Marketing, Market Finance, Market News, Price Quotations, Standardization, Produce Exchanges, Market Risk, Future Trading, Future Trading-Hedging, Cost of Marketing, The Prices of Farm Products, Advertising, Coöperative Marketing, The State and Marketing, Farm Relief, and Defects and Improvements.

CLEMEN, R. A. (43)

THE POSSIBILITIES OF DEVELOPING NEW INDUSTRIAL MARKETS FOR FARM PRODUCTS. Ill. Agr. Expt. Sta. Circ. 330, 24 p. Urbana. 1928.

COLLINS, G. R.. (44)

MARKETING. 351 p. New York, Alexander Hamilton Inst. [1930]. (Modern Business. A Series of Texts Prepared as Part of the Modern Business Course and Service. Alexander Hamilton Institute.)

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CONVERSE, P. D. (46)

THE ELEMENTS OF MARKETING. 1080 p., illus. New York, Prentice-Hall (Inc), 1930.

References and bibliography at end of chapters. The following is quoted from the preface: "'The Elements of Marketing' is intended to take the place of 'Marketing Methods and Policies' published in 1921 and revised in 1924. Some of the material from these volumes is used in this book. This volume makes more use of the functional approach and of integration as factors in marketing than did the former books. It places increased emphasis on the marketing of farm products, industrial goods, and services. The space devoted to the marketing of different commodities and to the operations of various institutions does not vary in direct proportion to their market value or to the volume of business transacted. The principles involved, public interest, and availability of material all affect the amount of space devoted to different topics. Some topics treated in 'Selling Policies' are treated briefly in this volume, as some students may not read both books."

COOLEY, L. A. (47)

MARKETING VERMONT PRODUCTS. Vt. State Hort. Soc. Ann. Rpt. 22: 17–19. [1928].

COPELAND, M. T. (48)

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"The general plan of the book is the same as that of earlier editions, starting with some aspects of consumer demand and proceeding to a consideration of retail trade, wholesale trade, the marketing of industrial goods, and policies and practices in sales management, merchandising, advertising, sales promotion, and pricing. The purpose is to give a broad introduction to the entire field of marketing and to show the interrelations of the various marketing activities."—Preface. The section on wholesalers' functions contains articles on the Chicago Produce Market (p. 107–114) and the Boston Produce Market (p. 115–120). The chapter on selection of channels of retail distribution has an article on Land O'Lakes Creameries (Inc.), (p. 165–174). The chapter on selection of channels of wholesale distribution contains an article on the big meat packers (p. 238–246). Ch. VII, p. 313–331, deals with the hedging of grain and cotton. Ch. VIII, p. 333–396, deals with the following cooperative associations: Burley Tobacco Growers Cooperative Association, Kansas Cooperative Wheat Marketing Association, California Prune and Apricot Growers Association, Sacramento River Association, California Walnut Growers' Association, Staple Cotton Cooperaative Association, and Central Cooperative Association. The chapter on sales promotion and advertising contains articles on the California Fruit Growers' Exchange (p. 581–586) and the Sucrosa Sugar Refining Co. (p. 586–588). The chapter on price determination contains an article on the New England Milk Producers' Association (p. 656–660.)

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Contains extracts from a report of observations made by representatives of the Ontario Department of Agriculture during a farmers' tour of marketing centers in the British Isles, organized by the Canadian National Railways.

EASTMAN, R. O., in collaboration with KLEIN, J. (52)
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As stated in the preface the scope of this book is twofold, "presenting, first, a survey of the more important geographic factors involved in the creation and extension of markets, and second, consideration of the points in business activity at which geographic analysis becomes vitally necessary."

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Bibliographies at end of chapters. Transportation of farm products, p. 338–339; marketing of farm products, p. 340–341.

EDWARDS, S. A. (54)
TEN ESSENTIALS OF SUCCESSFUL MARKETING. Folder. Hartford, Conn. State Dept. Agr., Bur. Markets. 1930.

[ENFIELD, E. R.] (55)
REPORT ON AGRICULTURAL CREDIT. [Gt. Brit.] Min. Agr. and Fisheries, Econ. Ser. 8, 104 p. London. 1926.

Appendix 1, Summary of Replies to Questionnaire Regarding the Influence of Financial Conditions Upon the Marketing of Agricultural Produce, p. 72–101.

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THE AGRICULTURAL MARKETING PROGRAM OF THE UNIVERSITY OF CALIFORNIA. Calif. Dept. Agr. Bul. 17: 106–121. Sacramento. 1928.

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AMERICAN PRODUCE MARKETS. 449 p., illus. Boston, New York [etc.], D. C. Heath & Co. [1928.]

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EVANS, J. E. (58)
THE PSYCHOLOGY OF ADVERTISING APPEAL. Iowa State Hort. Soc. Rpt. 63: 206–212. 1928.

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RUBBER, TEA & CACAO, WITH SPECIAL SECTIONS ON COFFEE, SPICES, AND TOBACCO. Compiled and edited by W. A. Maclaren. 334 p. London, Ernest Benn, (Ltd.). 1924. (The Resources of the Empire Series, v. 5.)

Organization of the London [Raw] Rubber Market, p. 54–62. Deals with the various kinds of contracts, procedure of weighing and sampling, the Rubber Exchange, etc. Mode of Sale and Shipment of Jeluton in Sarawak and Brunei, p. 113; The London Tea Market, p. 137–142. Deals with method of handling imported teas, the tea auctions, conditions of sale for Indian and Ceylon teas, sales by private contract, and the tea clearing house. Shipment and Marketing of Indian teas, p. 148; Calcutta Tea Auctions, p. 148–149; Conditions of Sale at the Colombo Tea Auctions, p. 157–160; The Marketing of Cacao in the United Kingdom, p. 168–170; Inspection and Transport of Cacao in the Gold Coast Colony, p. 175–176; Methods of Sale, p. 180–181; Inspection and Transport of Cacao in Nigeria, p. 184; Grading and Sorting of Cacao in Ceylon, p. 196; The London Coffee Market, the Sorting, Working, and Weighing of Coffee, and London Coffee Auctions, p. 203–206; Unit of Shipment and Sale of Tobacco in India, p. 277; Marketing of "Tattayan"

FEDERATION OF BRITISH INDUSTRIES—Continued.

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FLOHR, L. B. (61)

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AGRICULTURAL PRODUCTION AND MARKETING IN ATLANTIC COUNTY, NEW JERSEY. N. J. Agr. Expt. Sta. Bul. 416, 39 p., illus. New Brunswick. 1925.

GAY, M. C., and CROSBY, H. T. (63)

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GEORGIA STATE BUREAU OF MARKETS. (64)

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The Food Market in New England, by R. J. McFall, p. 158–206.

GILBERT, A. W., ed (66)

THE FOOD SUPPLY OF NEW ENGLAND. Prepared under the auspices of the executive committee of the New England agricultural conference. 273 p. New York, The Macmillan Co. 1924.

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References, p. 20. Sect. 6, p. 12–17, refers to "the opportunities for a thorough examination of the economics of the marketing of farm products." Sect. 7, p. 17–18, refers more briefly to cooperation. Recommendations on marketing and cooperation are given on p. 23.

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STATE REGULATION AND THE MARKETING OF NORTHERN IRELAND AGRICULTURAL PRODUCE. N. Y. Agr. Col. (Cornell), Dept. Agr. Econ. and Farm Mangt., Farm Econ. No. 67, p. 1391–1392. Ithaca. 1930.

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HOW GREAT CITIES ARE FED. 302 p., illus. Boston [etc.], D. C. Heath & Co. [1929]. (Heath's Agr. Econ. Ser.)

Suggested reading list, p. 287–291. Much of the factual material in this book is taken from studies of the New York market. The 14 chapters of the book, according to the author's introduction "trace the revolutionary changes in methods of distributing perishable foodstuffs to our large terminal centers, analyze the types of facilities needed under the new conditions, emphasize the more important elements of city marketing cost, and point out the developments which seem to promise a reduction in the spread between farm and city prices."

HOLDEN, P. G. (79)

MARKETING IS THE WORLD'S BUSINESS. 50 p., illus., Chicago, Ill., International Harvester Co. (Inc.), Agr. Ext. Dept. 1926.

This booklet is popular in style and is plentifully illustrated with cartoon-like pictures.

HOLMES, C. L. (80)

ECONOMICS OF FARM ORGANIZATION AND MANAGEMENT. 422 p., maps. Boston, New York [etc.], D. C. Heath & Co. [1928.]

Buying and selling as a Farm Management Problem, Ch. XIX, p. 378–396.

HOLTZCLAW, H. F. (80a)

AGRICULTURAL MARKETING. 429 p. New York, Ronald Press Co. 1931.

Bibliography, p. 419–423. "The first seven chapters set forth the principles of marketing . . . and describe the mechanisms and methods which are now most generally used in the agricultural field." Middlemen, direct marketing, parcel post, auction selling, and cooperative marketing are dealt with. Chapters 8–14 deal with the marketing of various commodities—grain, livestock, cotton, tobacco, fruits and vegetables, dairy and poultry products. The remaining chapters are devoted to a discussion of transportation, storage, credit and finance, market risk, produce exchanges and speculation, standardization, grading and inspection, packing and shipping, market information and marketing costs and prices of agricultural products.

HORNER, J. T. (81)

AGRICULTURAL MARKETING. 249 p., illus. New York, John Wiley & Sons, (Inc.); London, Chapman & Hall (Ltd.). 1925. (The Wiley Agr. Ser.)

Bibliography, p. 225–226. According to the author's preface "no attempt has been made to explain the existing market machinery, to give statistics as to market costs, to make the treatment all-inclusive, or to deal with agricultural coöperation. Special emphasis has been placed upon the problems of demand, producing for the market, market wastes, and the economic bases of the marketing services."

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ANNUAL REPORT, WITH REPORTS OF COUNTY FARMER'S INSTITUTES, v. 1–34. 1896–1929. Springfield. 1896–1929.

16th—date have title, "Annual Report of the Illinois Farmers' Institute. A Handbook of Agriculture." Articles on marketing are included.

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Cooperative Studies of Problems Involving Competition in the Growing and Marketing of Inter-American Crops with Crops Produced Outside of the Americas, by O. C. Stine, p. 311–313; Cooperative Marketing Program of the Federal Farm Board, by A. W. McKay, p. 321–329; Marketing of Local Crops, by C. B. Sherman, p. 331–333; Transportation of Farm Products, by C. B. Sherman, p. 335–339; Standardization and Grading of Farm Products, by C. B. Sherman, p. 341–344.

INTERNATIONAL ACCEPTANCE BANK (INC.), NEW YORK. (88)

THREE TEXTILE RAW MATERIALS AND THEIR MANUFACTURE. 127 p., illus. New York. [1924.]

Includes information on grades and staples of cotton, the cotton exchanges, the marketing of fleece wool, and the marketing of raw silk.

INTERNATIONAL CONFERENCE OF AGRICULTURAL ECONOMISTS. (89)

PROCEEDINGS OF THE SECOND INTERNATIONAL CONFERENCE OF AGRICULTURAL ECONOMISTS HELD AT CORNELL UNIVERSITY, ITHACA, NEW YORK, AUGUST 18 TO AUGUST 29, 1930. 1079 p., illus. Menasha, Wis., The Collegiate Press, George Banta Publishing Co. 1930.

Partial contents: Agricultural Economics and the Empire Marketing Board, by G. M. Dykes, p. 328–335; Research in Cooperative Marketing, by H. B. Price, p. 519–524; Cooperative Marketing in Finland, by K. T. Jutila, p. 525–533; Cooperative Marketing in the United States, by O. B. Jesness, p. 534–546; Relation of the Federal Farm Board to Cooperative Marketing, by A. W. McKay, p. 547–552; Observations on the Cooperative Marketing of Grain by Farmers' Associations in Canada and the United States, by J. F. Booth, p. 553–565; Wheat Marketing in the United States, by L. J. Norton, p. 566–576; The Cooperative Marketing of Wheat in Western Canada, by Andrew Cairns, p. 577–590; Trends in Livestock Marketing, by P. L. Miller, p. 591–610; Trends in Marketing Livestock, by R. C. Ashby, p. 611–618; Economic Factors Affecting Milk Supplies of Large Cities, by H. A. Ross, p. 619–629; Factors Affecting the Philadelphia Milk Supply, by F. F. Lininger, p. 630–642; A Survey of Some Public Produce Markets in New York, by F. P. Weaver, p. 644–653; International Cooperation in the Field of Market Reporting, by Axel Schindler, p. 654–664; The Development of Federal Standards for the Certification of Farm Products in the United States, by N. A. Olsen, p. 681–694; The Purpose and Development of Federal Standards for Certification of Farm Products in the United States, by L. S. Tenny, p. 695–699. The index should be consulted for additional material.

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KIRSCH, WILLIAM. (96)
THE FARMER, THE STATE, AND THE MARKETING PROBLEM. Wis. Dept. Markets Bul. v. 6, no. 1, 13 p. Madison. 1925.

This bulletin is "an attempt to analyze the work of . . . the Wisconsin Department of Markets, in the light of certain fundamental principles underlying the agricultural marketing problem."

LABOUR PARTY (GREAT BRITAIN). (97)
LABOUR'S POLICY ON AGRICULTURE. [39] p. London. [1928].

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LAND AND NATION LEAGUE. (98)
THE FARMER AND HIS MARKET; A REPORT . . . ON THE MARKETING OF HOME-GROWN FOOD. 115 p. London, E. Benn, (Ltd.). 1927.

Includes chapters on grading, contracts, access, and gluts; the lines of organisation (with a note on stabilisation) and transport.

LEAGUE OF NATIONS, ECONOMIC AND FINANCIAL SECTION OF THE SECRETARIAT. (99)
SURVEY OF THE DIRECT AND INDIRECT MEANS AT THE DISPOSAL OF FOREIGN BUYERS TO ENABLE THEM IN A NUMBER OF COUNTRIES TO ASCERTAIN THE QUALITY OF THE GOODS ACQUIRED BY THEM. 153 p. Geneva. 1930. (Pub. II, Econ. and Financial questions 1930, II, 48).

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TEN LESSONS IN MARKETING. Oreg. Agr. Col., Ext. Serv., Club. Ser. R–1–10. Corvallis. [1926?]

Contents: Lesson 1. What is Marketing and What Purpose Does it Serve?—2. Assembling, Inspecting, Grading, Standardization.—3. Transportation.—4. Preservation and Storage.—5. Manufacturing in Relation to Marketing.—6. Advertising and Sell-

MACPHERSON, HECTOR—Continued.

ing.—7. Financing, Risk Bearing, Insurance, and Speculation.—8. Marketing Agencies and their Functions.—9. Methods of Business Organization: The Cooperative Association.—10. Cooperative Marketing, Its Difficulties and Advantages.

MALDEN, W. J. (105)

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FARM MANAGEMENT. 246 p., illus. Toronto, Imperial Oil Co. (Ltd.). 1931.

Marketing Farm Products, Ch. XV, p. 209–214.

MAUGHAN, CUTHBERT.

COMMODITY MARKET TERMS; A DISCUSSION OF WORDS AND PHRASES USED IN THE CONDUCT OF INTERNATIONAL TRADE AND THE METHODS OF DEALING IN PRODUCTS. BEING VOLUME II OF TRADE TERM DEFINITIONS. 305 p. London, E. Wilson. 1925.

MAYNARD, H. H. (108)

SOME POINTS ON SELLING. Ohio State Hort. Soc. Proc. 62: 155–158. 1929.

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PRINCIPLES OF MARKETING. 682 p. New York, The Ronald Press Co. [1927].

References at end of chapters. Contains several chapters bearing directly on the marketing of agricultural products. Material on the marketing of farm products may be readily found by using the index and the table of contents.

MEEHAN, M. J. (110)

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This study was made to determine the extent to which local production is supplying retail stores, hotels, and camps in Aroostook County, Me. Data include a description of the county and information on transportation facilities, distribution of agricultural commodities, and retail purchases of food commodities and feeds.

MONROE, DAY, and STRATTON, L. M. (112)

FOOD BUYING AND OUR MARKETS. 321 p. Boston, M. Barrows & Co. 1925.

References for further study at end of chapters. "This elementary textbook is designed to direct the attention of the housewife to conditions affecting food costs and the methods, services, and agencies involved in getting foods to the consumer." Expt. Sta. Rec. 53: 899. The Farmer and Marketing, Ch. III, p. 17–28.

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THE MANAGEMENT OF THE FARM. 526 p., illus. New York, London, D. Appleton & Co. 1925.

References at end of chapters. Marketing facilities in relation to types of farming, p. 142–156; the farmer's marketing problem, p. 500–510.

MUMFORD, H. W., STEWART, C. L., CASE, H. C. M., and JOHNSTON, P. E. (114)

DEVELOPMENTAL STUDY OF A RURAL-URBAN TRADE AREA. Ill. Agr. Expt. Sta. Bul. 326, p. 135–208, illus. Urbana. 1929.

Deals with production and marketing of agricultural products grown in the farming area centering in Rock Island, Moline, East Moline, and Silvis, Ill., and to some extent in Davenport and other points in eastern Iowa. Includes sections on transportation, cooperative shipping of livestock, and roadside markets.

NATIONAL ASSOCIATION OF MARKETING OFFICIALS. (115)

PROCEEDINGS OF THE ANNUAL MEETINGS 6–12. 1924–1930.

Reports 1–5 were listed in Miscellaneous Circular 35, Bibliography on the Marketing of Agricultural Products.

(115a)

Partial Contents: 6th: Cooperative Cotton Marketing, by C. O. Moser, p. 6–12; What the Grain Marketing Company Has Done for the Benefit of Grain Growers, by J. W. Coverdale, p. 13–17; Standardizing and Marketing of High Grade Butter, by A. J. McGuire, p. 17–21; Studies of the Consumer Demand, by J. C. Marquis, p. 22–25; A Recent Survey of Roadside Markets in New Jersey, by A. L. Clark, p. 25–31; [7 papers on] What a College Course in Marketing Should Contain, by J. D. Black, F. E. Clark, A. R. Rule, F. B. Bomberger, G. C. Smith, L. G. Foster, H. C. Taylor, p. 31–57; Standardization and the Federal Warehouse Act, by H. S. Yohe,

NATIONAL ASSOCIATION OF MARKETING OFFICIALS—Continued.

p. 57–60; What Standardization Will Mean to the Egg Industry, by F. S. Kilbourne, p. 60–63; Egg Standardization, by F. C. Jones, p. 64–65; The F. O. B. Auction, by F. E. Nellis, p. 65–70; Reports of Committees, p. 71–106.

(115b)

7th: Recent Trend of Cooperation Among Cooperatives, by E. G. Nourse, p. 7–13; American Institute of Cooperation (includes discussion by Walton Peteet and Mr. Holman), by R. M. Pattee, p. 13–22; Poultry Accreditation and Certification (2 papers with discussion), by L. E. Card, A. L. Clark; The Trend of Marketing Work, by T. P. Cooper, p. 33–36; Transportation Problems, by R. C. Ross, p. 36–44; Adjusting Agricultural Production to Market Requirements, by H. R. Tolley, p. 54–60; Advertising in its Relation to Marketing Farm Products, by G. C. Smith, V. F. Hayden, W. F. Garfitt, p. 68–78; Present Problems of Cooperative Livestock Shipping Associations, by C. B. Denman, p. 81–92; Standardization of Grades in Relation to Marketing Livestock Products, by W. C. Davis, p. 92–98; Plan of Financing the South Water Market and the Terminal Market, by F. E. Nellis, p. 98–102; and Reports of Committees, p. 103–146.

(115c)

8th: Routes and Rates to World Markets, by W. L. Harding, p. 11–17; Dawn of a New Era in Production and Marketing, by Walter Parker, p. 17–23; Coordinating Production to Market Requirements, by P. L. Miller, p. 23–30; Lowering City Distribution Cost for Farm Products, by W. P. Hedden, p. 30–36; Chain Store Distribution from Producer to Consumer, by Harvey Baum, p. 36–41; Membership Attitudes and Relations, by R. F. Lewis, p. 47–53; Cooperation in Idaho, by R. L. Spangler, p. 53–57; What State Marketing Agencies have Accomplished in Ten Years, by P. R. Taylor, p. 57–63; Reports of Committees, p. 76–144.

(115d)

9th: Quotation Committee—Eastern Shore Farmers' Association, by F. B. Bomberger, p. 35–41; Unifying the Commodity Industry—Three Examples, by W. A Sherman, p. 41–48; Organization of the Orange Growers of Florida, by L. M. Rhodes, p. 48–49; Cooperative Developments of 1927, by Robin Hood, p. 53–61; Informing Members, by W. E. Paulson, p. 61–67; Functions of Bureau of Agricultural Economics as related to Marketing Organizations, by C. W. Kitchen, p. 67–70; Cooperative Marketing, by W. M. Jardine, p. 70–75; The Work of the Institute of American Meat Packers, by W. W. Woods, p. 76–78; Clearing House on Marketing Legislation, by H. F. Fitts, p. 84–87; The Consumers' Influence on the Market, by P. R. Taylor, p. 93–95; Consumer Demand for Apples in New York City, by E. R. French, p. 96–100; New York Food Marketing Research Council—Its Purposes and Objectives, by E. R. French, p. 100–103; The Chain Store, by J. E. Boyle, p. 103–106; The Chicago South Water Market, by C. E. Durst, p. 110–112; Truck Transportation and Its Relation to the Marketing of Fruits and Vegetables, by C. W. Waid, p. 112–117; Truck Transportation and Its Relation to the Marketing of Fruits and Vegetables, by A. E. Mercker, p. 118–121; Recent Developments in Meat Standardization and Grading, by W. C. Davis, p. 126–131; Shipping Point Inspection Problems and Experience with Compulsory Grades, discussion, p. 131–136; New York State Egg Grades—Progress in Grading Under the New Standards, by H. D. Phillips, p. 139–141; Would It Be Desirable to Buy Eggs in Corn Belt Territory on Basis of Grades, by H. B. Collins, p. 142–145; Egg Marketing Problems, discussion, p. 148–154; also Reports of Committees.

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10th: Our Market Outlook in Central Europe, by J. C. Marquis, p. 21–25; Wholesale Produce Terminal Developments, by G. V. Branch, p. 25; Clearing-House Organization Development, by F. B. Bomberger, p. 25–32; Reaction of Chain Store Policy on Producers, by J. E. Boyle, p. 33–40; The Rejection Evil, by S. R. Brown, p. 40–48; Regulating the Commission Merchant, by W. A. Sherman, p. 48–52; Developments in Market-Information Service in California, by B. H. Critchfield, p. 52–54; The Place of Future Trading in the Marketing of Grain, by J. W. T. Duvel, p. 55–59; Price Analysis as a Basis of Effective Marketing Programs, by O. C. Stine, p. 59–65; Market Legislative Information Service, by H. F. Fitts, p. 66–68; Progress in Poultry and Egg Standardization, by R. C. Potts, p. 68–71; Reports of Committees, p. 72–101.

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11th: Clearing-House Developments—Florida, by A. M. Pratt, p. 7–17; Clearing-House Development in California, by L. S. Tenny, p. 17; Policies and Programs of the Federal Farm Board, by C. B. Denman, p. 18–21; Discussion: Clearing-House Cooperatives, p. 21–25; New England Farm Marketing Program, by S. A. Edwards, p. 25–28; The Work of the Interstate Early-Potato Committee in the Southeastern States, by A. E. Mercker, p. 39–43; New York State Department of Agriculture and Markets, by B. A. Pyrke and A. E. Albrecht, p. 60–61; Coöperative Live-stock Marketing, by J. D. Harper, p. 44–47; Pacific Egg Producers' Program, by E. W. Benjamin, p. 47–54; Motor Truck Transportation of Farm Products, by C. W. Waid, p. 54–55; Chain Stores as Factors in the Distribution of Farm Products, by F. H. Massman, p. 62–67; Changes in the Mechanism of the Fruit and Vegetable Industry, by W. A. Sherman, p. 67–75; National Coöperative Council, by C. W. Holman, p. 75–81; Reports of Committees, p. 82–119.

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12th: Development of Auction-Block Systems of Selling Agricultural Commodities in New Jersey, by W. W. Oley, p. 7–14; Keeping Up to Date on Marketing Research, by F. L. Thomsen, p. 14–20; Making the Most Out of the Roadside Market, by C. E. Durst, p. 20–26; Future Trading in Perishables and Semi-Perishables, by L. S. Tenny, p. 27–30; Progress in the Work of the Federal Farm Board, by Alexander Legge, p. 30–35; Cooperation of Extension Workers in Work of the Federal Farm

NATIONAL ASSOCIATION OF MARKETING OFFICIALS—Continued.

Board, by C. B. Smith, p. 35–39; The Cooperation of Vocational Agricultural Workers in the Work of the Federal Farm Board, by C. H. Lane, p. 40–44; Progress in Tobacco and Cotton Organization, by J. C. Stone, p. 45–51; Marketing Work of the Farmers National Grain Corporation, by G. S. Milnor, p. 51–54; Program of the National Livestock Marketing Association, by J. D. Harper, p. 54–58; The National Fruit and Vegetable Programs, by A. W. McKay, p. 58–62; The World Wheat Situation, by O. C. Stine, p. 63–67; The New Regional Grain-Marketing Organizations, by W. J. Kuhrt, p. 67–73; The Colorado Potato-Growers Exchange, by W. F. Heppe, p. 73–78; Frosted Packages of Fresh Meats, by F. M. Simpson, p. 78–82; The Perishable Agricultural Commodities Act in Operation, by C. W. Kitchen, p. 82–87; Reports of Committees, p. 88–132.

NATIONAL LEAGUE OF COMMISSION MERCHANTS OF THE UNITED STATES. (116)

ANNUAL CONVENTION . . . OFFICIAL PROCEEDINGS, 32–38. 1924–1930. [Boston.]

"These proceedings contain considerable discussion of marketing problems, especially those of transportation and terminal facilities." U. S. Dept. Agr. Misc. Circ. 35, p. 5.

NEW JERSEY AGRICULTURAL EXPERIMENT STATION. (117)

AN AGRICULTURAL POLICY AND PROGRAM FOR NEW JERSEY. N. J. Agr. Expt. Sta. Circ. 225. 125 p. New Brunswick. 1930.

Marketing of New Jersey Farm Products (fruits, vegetables, dairy and poultry products), by W. W. Oley, p. 95–109.

NEW SOUTH WALES LAWS, STATUTES, ETC. (118)

A SUMMARY OF THE PROVISIONS OF THE MARKETING OF PRIMARY PRODUCTS ACT, 1927, AS AMENDED BY THE MARKETING OF PRIMARY PRODUCTS (AMENDMENT) ACT, 1928. By A. A. Watson . . . with a foreword by the Hon. H. V. C. Thorby . . . Minister of Agriculture. 24 p. Sydney, J. Kent, Government Printer. 1928.

NEW YORK STATE DEPARTMENT OF AGRICULTURE AND MARKETS. (119)

AGRICULTURE AND MARKETS LAW, 1930 (CHAPTER 48, OF THE LAWS OF 1922, WITH AMENDMENTS) ALSO RULES AND REGULATIONS. N. Y. State Dept. Agr. and Markets, Agr. Bul. 238, 236 p. Albany. 1929.

Cooperative corporations law, p. 171–204.

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ARTICLE 20 OF THE AGRICULTURE AND MARKETS LAW (CHAPTER 48, LAWS OF 1922, AS AMENDED) RELATING TO SALE OF FARM PRODUCTS ON COMMISSION. N. Y. State Dept. Agr. and Markets Circ. 390: 142–146. Albany. 1929.

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REGIONAL MARKET NEEDS IN NEW YORK STATE. Report of a committee appointed at the request of Governor Franklin D. Roosevelt by the New York State conference of mayors to study food distribution problems in New York State. 21 p. Albany. 1930.

"Issued by the New York State Department of Agriculture and Markets through special arrangements with the New York State Conference of Mayors and other Municipal Officials, as one of a series of publications dealing with city market problems."

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WORK OF THE BUREAU OF MARKETS OF THE NEW YORK STATE DEPARTMENT OF AGRICULTURE AND MARKETS, YEAR 1930. (Reprint from the annual report of the department for the year 1930.) N. Y. State. Dept. Agr. and Markets Circ. 423: 47–56. Albany, 1930.

NORTH CAROLINA UNIVERSITY. (123)

ECONOMIC SURVEY OF WILMINGTON, NORTH CAROLINA. By members of the School of commerce and the Bureau of municipal research, at the request of the city government of Wilmington. N. C. Univ. Ext. Bul. v. 6, no. 14, 122 p., illus. Chapel Hill, 1927.

The Agricultural Situation in the Wilmington District, Ch. II, p. 46–76, by M. D. Taylor; marketing of tobacco, p. 49–51; marketing of cotton, p. 58; cooperative marketing in the Wilmington area, p. 67–72. Most of this section is on the Wilmington Coöperative Truck Growers Association.

NORTHERN IRELAND MINISTRY OF AGRICULTURE, AGRICULTURE PRODUCE COMMITTEE. (124)

REPORT OF THE DEPARTMENTAL COMMITTEE ON THE TRANSIT, PRICES, AND MARKETING OF AGRICULTURAL PRODUCE. 20 p. Belfast, H. M. Stationery Office. 1927. ([Parliament. Papers by Command.] Cmd. 75.)

NORTON, L. J. and SCRANTON, L. L. (125)
THE MARKETING OF FARM PRODUCTS. Principles and problems for students of vocational agriculture. 315 p. [Danville, Ill., Press of Interstate Printing Co.] 1931.

References to additional material, p. 313–315. The book is divided into six parts as follows: Pt. 1, The Farmer and His Market; Pt. 2, The Principles of Price Determination; Pt. 3, The Principles of Cooperative Marketing; Pt. 4, Commodity Marketing—Livestock; Pt. 5, Commodity Marketing—Grain; Pt. 6, Commodity Marketing—Other Products.

NOURSE, E. G. (126)
AMERICAN AGRICULTURE AND THE EUROPEAN MARKET. 333 p., illus. New York, London, McGraw-Hill Book Co. (Inc.). 1924. (Institute of Economics. Investigations in Agricultural Economics.)

Although this book does not deal with the methods of marketing agricultural products it will be of interest to the student in that it "attempts to reveal the development and present position of American agriculture as affected by the growth and present status of European markets and the expansion and present position of competing producing areas."

NOVA SCOTIA AGRICULTURAL ENQUIRY COMMITTEE, 1926. (127)
REPORT. 35 p. Halifax, N. S., Minister of Public Works and Mines, King's Printer. 1926.

Marketing, p. 14–15; cooperative effort, p. 15–16; recommendations for cooperation and marketing, p. 28–29.

O'BRIEN, GEORGE. (128)
AGRICULTURAL ECONOMICS. 195 p. London, New York [etc.], Longmans, Green & Co. 1929.

Bibliographical footnotes. This book is based on the author's lectures on agricultural economics in the Albert Agricultural College, Glasnevin. The Costs of Marketing, p. 91–113; State Assistance to the Business of Agriculture (research on marketing, reduction of the cost of marketing functions, orderly marketing, the width of the market), p. 154–185.

ONTARIO LEGISLATIVE ASSEMBLY, AGRICULTURAL ENQUIRY COMMITTEE. (129)
REPORT . . . 1924. 93 p. Toronto, printed and published by C. W. James. 1925.

This is the report of a committee appointed "to enquire into and study all matters concerning the social, educational, and economic conditions surrounding the agricultural, livestock, and dairying industries of the Province in all their various branches and phases, including the production, improvement, packaging, standardizing, shipment, transportation, marketing, and other methods of advantageously handling the products of those industries, and all other aspects of the subject requiring investigation and attention . . ." The report includes data on dairying, field crops, fruits and vegetables, and livestock. Marketing is particularly discussed on p. 36–39.

OVERTON, M. H., and EDWARDS, P. K. (130)
THE PRODUCTION AND MARKETING OF FARM PRODUCTS IN WAYNE COUNTY, INDIANA. Ind. Agr. Expt. Sta. Bul. 295, 44 p., illus. La Fayette. 1925.

——— and ROBERTSON, L. S. (131)
PROFITABLE FARM MANAGEMENT AND MARKETING FOR THE CORN-GROWING STATES. 377 p., illus. London, Philadelphia, [etc.], J. B. Lippincott Co. [1929.] (Farm Enterprise Ser.)

References at end of chapters. This is a textbook for use in the secondary schools of the corn-producing regions. Pt. 2 (Chs. 19–24, p. 257–351) deals with the marketing of farm products.

PATTERSON, S. H., and SCHOLZ, K. W. H. (132)
ECONOMIC PROBLEMS OF MODERN LIFE. 615 p. New York, London, McGraw-Hill Book Co. (Inc.). 1927.

Collateral reading and References at end of chapters.
Middlemen and Organized Markets, Ch. III, p. 40–62. Speculation and Insurance, Ch. IV, p. 63–87. Agricultural products are included in the material in these chapters.

PELZ, V. H. (133)
MODERN TENDENCIES IN FOOD DISTRIBUTION. Jour. Farm. Econ. 12: 30–310. 1930.

This paper was read at the round table on marketing held jointly by the American Economic Association and the American Farm Economic Association, December, 1929.

PHILLIPS, H. D. (134)
THE PROBLEM OF MARKETING IN OUR CITIES. N. Y. State Hort. Soc. Proc. 70: 102–111. 1925.

Discusses inelasticity of consumer demand, public farmers' markets, etc.

PRATT, E. E. (135)

INTERNATIONAL TRADE IN STAPLE COMMODITIES. 570 p. New York, London, McGraw-Hill Book Co. (Inc.). 1928.

Bibliography at end of chapters. The following is quoted from the author's preface: "This volume is the outgrowth of a series of lectures given at the School of Business, Columbia University. Its publication is due to a recognition of the lack of information on the marketing of the great staple commodities which, after all, make up the bulk of international trade. The purpose of this book is to explore a comparatively new terrain in international trade, to arouse interest in an extremely practical side of world commerce, and to furnish material for training men and women who wish to practice this type of business." Among the commodities for which information on marketing methods is given are cotton, wool, raw silk, jute, rubber, wheat, sugar, tea, and coffee.

PRICE, H. B., ed. (136)

THE MARKETING OF FARM PRODUCTS; STUDIES IN THE ORGANIZATION OF THE TWIN CITIES MARKET. 435 p., illus. Minneapolis, The University of Minnesota Press. 1927.

References for reading at end of chapters. Contents: Introduction, by H. B. Price; The Development of the Twin Cities as a Market for Farm Products, by Mildred Hartsough; Some Problems of the Minneapolis Grain Marketing Organization, by H. B. Price; Marketing Livestock at South St. Paul, by E. W. Gaumnitz; The Minneapolis and St. Paul Hay Market, by C. C. Zimmerman; The Organization of the Fruit and Vegetable Market, by C. M. Arthur and A. L. Johnson; The Minneapolis Central Public Market, by A. L. Johnson; The St. Paul Public Market, by C. F. Clayton; The Auction as a Method of Sale for Fruit in Minneapolis, by C. B. Howe; The Twin Cities Potato Market, by E. C. Johnson; The Twin Cities Butter Market, by E. M. Daggit; Distribution of Milk in the Twin Cities, by W. C. Waite; Cold Storage in the Twin Cities, by W. C. Waite and E. M. Daggit; Rural Motor Truck Lines in the Twin Cities, by R. C. Engberg; The Function of the Twin Cities Markets in Determining Prices, by Holbrook Working; The Geography of the Twin Cities Market Area for Farm Products, by J. D. Black.

PRICE, H. B. (137)

RESEARCH IN THE ORGANIZATION AND OPERATION OF MARKETING BUSINESS UNITS. Jour. Farm Econ. 8: 245–253. 1926.

This paper was read at the sixteenth annual meeting of the American Farm Economic Association, December 30, 1925.

PYLE, J. F. (138)

MARKETING PRINCIPLES: ORGANIZATION AND POLICIES. 565 p. New York and London, McGraw-Hill Book Co. (Inc.). 1931.

References at end of chapters. This book is in four parts, which deal with the nature of marketing, the marketing process, marketing practice, and marketing problems, respectively. Chs. VIII and IX, p. 173–228, consider the marketing of agricultural products. Typical products are selected from the major groups, and their marketing processes described. Products so described are wheat, fruits and vegetables (as a group), cotton, coffee, hogs, and milk. Ch. XVII, p. 419–457, is entitled "Cooperative Marketing of Agricultural Products."

RAMAKRISHNAN, K. C. (139)

AGRICULTURAL MARKETING. 10 p. [Madras, C. C. P. Works (Ltd.). 1931.]

"Reprinted from the Madras Journal of Cooperation for January, 1931." This is a summary of four university lectures on agricultural marketing with special reference to the Madras Presidency, delivered in November, 1930.

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FINANCING AND FORCED SALE OF PRODUCE. 8 p. Triplicane, Madras, printed by S. Ganesan, at the Current Thought Press [1930?].

In this paper, which was read at the Indian Economic Conference, Allahabad, December 31, 1929, "an attempt is made . . . to examine the widely held view that the purchaser or his agent by making advances prior to harvest binds or tempts the producer to deliver soon after harvest his produce at a rate profitable to himself but ruinous to the latter. Many of the . . . inferences are based on facts and opinions gathered in the course of an enquiry into conditions of marketing produce in several districts of the Madras Presidency."

REW, Sir R. H. (141)

A PRIMER OF AGRICULTURAL ECONOMICS. 229 p. London, John Murray. 1927.

List of books and publications referred to in the text, p. 222–224. Disposal of Produce, Pt. 3, p. 163–221. This contains three chapters which deal with methods of disposal, markets and marketing, and prices.

RHOADES, E. L. (142)

INTRODUCTORY READINGS IN MARKETING. Commodity characteristics and marketing functions. 752 p. Chicago and New York, A. W. Shaw Co.; London, A. W. Shaw Co. (Ltd.). 1927.

This book contains material which has been "found useful in the teaching of beginning classes in marketing in the School of Commerce and Administration of the University of Chicago." It is in four parts. Pt. 1 deals with the use of commodities in the study of marketing, Pt. 2 with agricultural products, Pt. 3 with products of forest and mine, and Pt. 4 with manufactured products.

RICHARDS, H. I. (143)
MIDDLEMEN'S MARGINS AS A CAUSE OF THE AGRICULTURAL DEPRESSION. Jour. Farm Econ. 12: 523–551. 1930.

An appraisal of Mr. Richards's analysis is given by Howard J. Stover in Jour. Farm Econ. 13: 447–459, 1931, in an article entitled "Middlemen's Margins."

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ADJUSTING FARM PRODUCTION IN CHESHIRE COUNTY, N. H., TO MARKET DEMAND. N. H. Agr. Expt. Sta. Bul. 217, 55 p., illus. Durham. 1925.

Marketing agencies, p. 13–14. See also subject "Market" under the different commodities.

RINEAR, E. H. (145)
WHITE MOUNTAIN DEMAND FOR VEGETABLES AND POULTRY PRODUCTS. N. H. Agr. Expt. Sta. Bul. 241, 26 p., illus. Durham. 1929.

ROBINSON, F. H., and JENSEN, W. C. (146)
AN AGRICULTURAL, PRODUCTION, CONSUMPTION, AND MARKETING STUDY IN THE GREENVILLE, SOUTH CAROLINA, TRADE AREA. S. C. Agr. Expt. Sta. Bul. 240, 83 p., illus. Clemson College. 1927.

RURAL RECONSTRUCTION ASSOCIATION. (146a)
THE ORGANIZATION OF MARKETING IN BRITISH AGRICULTURE. Prepared by the executive committee of the association. 31 p. Letchworth, Garden City, printed by G. W. Wardman at the Commonwealth Press. 1930.

The object of this pamphlet as stated on page 8 is "to make the issues of prices and distribution clear, to show how a sound business organization should be built up, and to indicate the steps that the government should take." The material is in six parts—Introductory Remarks; The Practical Organization of Distribution; The Control of Imports; Standard Prices; Conclusion; and an Appendix on methods of controlling imports and distribution of grain in Norway, wheat in New Zealand, bacon in Denmark, and sun-dried raisins in California.

RUSSELL, B. A. (147)
A STUDY OF ECONOMIC CONDITIONS IN THE LEXINGTON-BATESBURG SECTION OF SOUTH CAROLINA. S. C. Agr. Expt. Sta. Bul. 233, 36 p., illus. Clemson College. 1926.

Includes brief section on marketing in the area.

S., G. (148)
THE PRIVILEGED COMPANY FOR THE EXPORT OF AGRICULTURAL PRODUCTS IN YUGOSLAVIA. Internatl. Rev. Agr. [Rome] Yr. 21, no. 12, pt. 2, p. 391–395, chart. 1930.

SCHOLL, C. A., and HEDRICK, W. O. (149)
THE LANSING FOOD SURVEY. Mich. Agr. Expt. Sta. Tech. Bul. 107, 152 p., illus. East Lansing. 1930.

Bibliography, p. 151–152. This survey, which is "designed to present a cross-sectional view of the production, distribution, and consumption of the food supply of an industrial center and, at the same time, to become a matter of record and establish a base to which future measurements could be referred," also includes information on methods of marketing milk and dairy products, fruits and vegetables, local beef supplies, and wheat.

SCOTTISH LIBERAL LAND INQUIRY COMMITTEE. (150)
THE SCOTTISH COUNTRYSIDE. BEING THE REPORT OF THE SCOTTISH LIBERAL LAND INQUIRY COMMITTEE, 1927–1928. 407 p. Glasgow, The Scottish Liberal Federation. 1928.

Marketing and Transport, Ch. VII, p. 149–177. Marketing, Transport, and Telephones (recommendations of the committee), Ch. XI, p. 231–253.

SESSIONS, W. H. (151)
THE SELLING SIDE OF AGRICULTURE. 70 p., maps. London, Simpkin, Marshall, Hamilton, Kent & Co. (Ltd.). 1926.

SEVERANCE, GEORGE, and JOHNSON, N. W. (152)
PRODUCTION AND MARKETING OF SPOKANE VALLEY FARM PRODUCTS. Wash. Agr. Expt. Sta. Bul. 221, 61 p., illus. Pullman. 1927.

SHERMAN, W. A. (153)
THE FUNCTION OF THE STATE IN MARKETING. Calif. Dept. Agr. Mo. Bul. 17: 103–106. Sacramento. 1928.

SPELLER, CHARLES. (154)
THE MARKETING OF FARM PRODUCE. [4] p.

"Issued by the Agricultural Economics Society [Reading, Eng.] . . . Reprinted from the South Devon Milk Recording Society's Year Book, 1928."

STREET, A. W. (155)
METHODS IN MARKETING STUDY. Agr. Econ. Soc., Agr. Econ. Studies in Scope and Method, no. 3, 12 p. [Reading England.] 1927.
The introduction to this paper states that in it "an attempt is made to outline a method of approach to commodity marketing investigation under British conditions."

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PUBLICITY AS A FACTOR IN AGRICULTURAL MARKETING, BEING NOTES OF AN ADDRESS . . . TO THE PUBLICITY CLUB OF LONDON, JANUARY 19, 1931. 14 p. [London], Publicity Club of London. [1931.]
This address is in four sections, i. e., a brief section on the era of marketing reform, and longer sections on the standardization of home produce, advertising standardized produce, and the need for producer organization.

TANG, CHI YU. (157)
AN ECONOMIC STUDY OF CHINESE AGRICULTURE. 514 p., illus. Ithaca. [1924.]
Thesis (Ph. D.)—Cornell University. Pt. 5, p. 409–474, deals with the chief agricultural enterprises. This part also contains information on rice marketing, the storage of soybeans, ginning, compressing, and transportation of cotton (including costs), the raw cotton market, the improvement of cotton marketing, tobacco marketing, cocoon marketing, grades of raw silk, transportation of tea, and transportation and marketing of wool.

TAYLOR, A. E. (158)
CONSUMPTION, MERCHANDISING, AND ADVERTISING OF FOODS. p. 283–296.
"Reprinted from Harvard Business Review, volume II, number 3, April, 1924."

TAYLOR, H. C. (159)
OUTLINES OF AGRICULTURAL ECONOMICS. Rev. ed., 614 p., illus. New York, The Macmillan Co. 1931.
Bibliography, p. 591–599. Contains chapters on the marketing of farm products, marketing functions, standardization, marketing institutions, market information, and cooperation.

——— TOLLEY, H. R., and TAPP, J. W. (160)
PRACTICAL FARM ECONOMICS. U. S. Dept. Agr. Misc. Circ. 32, 100 p., illus. 1924.
Includes chapters on marketing and cooperative marketing.

TAYLOR, P. R., and HANEMANN, H. A. (161)
DIRECT MARKETING OF FARM PRODUCTS IN PENNSYLVANIA. Penn. Dept. Agr. Bul. v. 10, no. 18, 35 p., illus. Harrisburg. 1927. (Gen. Bul. 454.)
Includes sections covering the development of markets; types of marketing—market houses, retail curb markets, wholesale farmers' markets, peddling, selling through commission merchants, roadside markets, and selling from the farm; costs of direct marketing; value of load and cost of selling, etc.

TENNY, L. S. (162)
FUNCTIONS OF THE UNITED STATES BUREAU OF AGRICULTURAL ECONOMICS AS RELATED TO MARKETING. Calif. Dept. Agr. Mo. Bul. 17: 92–102. Sacramento. 1928.

THOMSEN, F. L. (163)
DIRECT-TO-CONSUMER MARKETING OF FARM PRODUCTS. Missouri Agr. Expt. Sta. Circ. 143, 4 p. Columbia. 1926.

TUKEY, H. B. (164)
NEW DEVELOPMENTS IN EASTERN MARKETING. Vt. State Hort. Soc. Ann. Rpt. 21: 5–11. 1927.

UNITED STATES CONGRESS, HOUSE COMMITTEE ON AGRICULTURE. (165)
AGRICULTURAL EXPORT CORPORATION BILL. Hearings . . . 69th Cong., 2d. Sess., on H. R. 15655, January 7, 1927. Serial U., Pt. 1–4. Washington, Govt. Print. Off. 1927.
Pts. 2–4 have title: Agricultural Relief.

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SUCCESSFUL COOPERATIVE MARKETING. Ga. Agr. Col. Ext. Circ. v. 19 (Circ. 183), 4 p. Athens. 1931.

GARNETT, W. E. (250)

RURAL ORGANIZATIONS IN RELATION TO RURAL LIFE IN VIRGINIA, WITH SPECIAL REFERENCE TO ORGANIZATIONAL ATTITUDES. Va. Agr. Expt. Sta. Bul. 256. 109 p., illus. 1927.

Bibliography, p. 110. Commodity Associations, p. 9–18; The Tobacco Growers' Association—A Case Study, p. 70–108.

GATLIN, G. O. (251)

COOPERATIVE MARKETING AND PURCHASING IN OREGON IN 1929; AN APPRAISAL OF THE PRESENT SITUATION WITH SUGGESTIONS FOR FURTHER DEFELOPMENT. Oreg. Agr. Col. Ext. Bul. 416, 12 p. Corvallis. 1929.

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ELEMENTS OF COOPERATIVE MARKETING. Oreg. Agr. Col. Ext. Bul. 429, 3 p. Corvallis. 1930.

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FACTORS IN THE ORGANIZATION OF COOPERATIVE ASSOCIATIONS. Oreg. Agr. Col. Ext. Bul. 406, 47 p. Corvallis. 1928.

GJÖRES, AXEL. (254)

COOPERATION IN SWEDEN. Translated by John Downie. 125 p. Manchester [England], The Cooperative Union (Ltd.). 1927. (Internatl. Cooperative Ser. No. 5.)

Since cooperation in Sweden is largely consumer's cooperation, this book is devoted mainly to that phase of the subject. Ch. IX and Ch. X, however, deal with producer cooperation and Stockholm's "Milk Central," respectively.

GRAIN DEALERS NATIONAL ASSOCIATION. (255)

COOPERATION IN THE UNITED STATES. BASED ON OFFICIAL SOURCES. DESIGNED AS A TEXTBOOK ON COOPERATION FOR FARMERS, BANKERS, STUDENTS, EDITORS, AND OTHERS. SHOWING THE ADVANTAGES AND LIMITATIONS OF COOPERATION. Grain Dealers Natl. Assoc. Bull. 2, 126 p. Toledo, Ohio. 1925.

In three parts which deal with the history of American cooperation and the advantages and disadvantages of cooperation.

GREAT BRITAIN LAWS, STATUTES ETC. (255a)

AGRICULTURAL MARKETING ACT, 1931. [Gt. Brit.] Min. Agr. and Fisheries, Econ. Ser. 33, 104 p. London. 1931.

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AGRICULTURAL MARKETING ACT, 1931 [21 AND 22 GEO. 5, CH. 42]. 34 p. [London. H. M. Stationery Off. 1931.]

"An act to enable schemes to be made for regulating the marketing of agricultural products, to confer powers upon boards and other bodies to be constituted in connection with, or acting for purposes connected with, such schemes; to establish agricultural marketing funds for the purpose of making loans thereout to the boards aforesaid; to encourage agricultural cooperation; and to provide for purposes connected with the matters aforesaid."

GREAT BRITAIN MINISTRY OF AGRICULTURE AND FISHERIES. (257)

LOANS TO COOPERATIVE MARKETING ENTERPRISES. [Gt. Brit.] Min. Agr. and Fisheries, Marketing Leaflet, 19. 4 p. London. 1930.

Gives terms and conditions under which loans may be made to cooperative enterprises registered under the industrial and provident societies act.

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REPORT OF THE COMMITTEE ON STABILIZATION OF AGRICULTURAL PRICES. [Gt. Brit.] Min. Agr. and Fisheries, Econ. Ser. 2, 106 p., illus. London. 1925.

Although the committee states, on p. 5, that no evidence was heard and no attempt was made "to develop in detail proposals for the organized distribution and marketing of specific agricultural commodities," p. 51–78, which deal with remedies for variation in the volume of supplies are of interest. Centralized, or cooperative marketing, in the United States and in the Empire, and the application of centralized marketing to imported wheat, flour, and meat are discussed.

GREAT BRITAIN MINISTRY OF AGRICULTURE AND FISHERIES—Continued. (259)
REPORT ON COOPERATIVE MARKETING OF AGRICULTURAL PRODUCE IN ENGLAND AND WALES. A SURVEY OF THE PRESENT POSITION. [Gt. Brit.] Min. Agr. and Fisheries, Econ. Ser. 1, 195 p., illus., London, 1925.

Describes "the development of cooperative marketing in England and Wales, examines the methods pursued by a number of firmly established organizations, and discusses, generally, the more important factors which appear to contribute to success or failure in the various branches with which the movement has been concerned."

H., C. (260)
PRODUCE POOLS IN AUSTRALIA. Internatl. Rev. Agr. [Rome] Yr. 21, no. 5, pt. 2, p. 174–181. 1930.

In two parts; pt. 1 deals with wheat pooling and pt. 2 with the collective marketing of products other than wheat.

HAGEN, R. M. (261)
THE MARKETING PROBLEMS OF CALIFORNIA COOPERATIVES. Calif. Dept. Agr. Mo. Bul. 17: 129–131. Sacramento. 1928.

Discussion, p. 131–132.

HANEMANN, H. A. (262)
COOPERATIVE BUYING AND SELLING AMONG FARMERS. Penn. Dept. Agr. Bul. v. 9, no. 11, 39 p., illus. Harrisburg. 1926. (Gen. Bul. 429.)

An appendix contains the Pennsylvania act to provide for the incorporation and regulation of cooperative agricultural associations not having a capital stock and not conducted for profit, and defining agriculture so as to include persons engaged in agriculture, dairying, livestock raising, poultry raising, beekeeping, and horticulture.

HANNA, JOHN. (263)
THE LAW OF COOPERATIVE MARKETING ASSOCIATIONS. 509 p. New York, The Ronald Press Co. [1931].

"This book aims to describe the nature and functions of agricultural cooperative marketing associations and to state the American law in respect to them . . ." Preface.

HEDRICK, W. O. (264)
FARMERS' COOPERATIVE CONCERNS IN MICHIGAN. Mich. Agr. Expt. Sta. Quart. Bul. 8 (1): 41–43. East Lansing. 1925.

HENDERSON, T. G. (265)
RECENT DEVELOPMENTS IN COOPERATIVE MARKETING IN SCOTTISH AGRICULTURE. Agr. Econ. Soc. Proc. Conf. 1928 . . . 1929: 19–32.

Takes up the following organizations: Scottish Wool Growers (Ltd.), Aberdeenshire Egg Producers (Ltd.), Perthshire Poultry Products (Ltd.), the Scottish Farm and Poultry Produce Federation (Ltd.), Scottish Milk Agency (Ltd.), Scottish Border Farmers (Ltd.). Discussion, p. 27–32.

HENSLEY, H. C. (266)
THE NONPROFIT COOPERATIVE MARKETING ACT OF 1923. Missouri Agr. Col. Ext. Circ. 169, 15 p., illus. Columbia. 1925.

The passage of this act, which authorized the formation of association without capital stock, served to stimulate interest in cooperative organization in Missouri.

HINTON, R. C. (267)
ORGANISED MARKETING FOR BRITISH AGRICULTURE. Jour. Farm Econ. 13: 162–165. 1931.

Discusses the agricultural marketing bill which "is designed to assist farmers in Great Britain to build effective large-scale organisations capable of regulating the marketing of home supplies as a whole and of exercising a conscious control of such supplies at the source."

HOOVER, H. C. (268)
ADVANCEMENT OF COOPERATIVE MARKETING. Ariz. Indus. Cong. Bul. 32, 8 p. Phoenix. 1924.

Concerned with the cooperative marketing of dairy products, fruits, and vegetables.

HORACE PLUNKETT FOUNDATION. (269)
AGRICULTURAL COOPERATION IN ENGLAND; A SURVEY. 272 p., illus. London, George Routledge & Sons (Ltd.). 1930.

Chs. V–XI, p. 166–243, deal with milk and dairy produce, livestock and meat marketing, wool marketing, egg marketing, hop marketing, and fruit and vegetable marketing, respectively.

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AGRICULTURAL COOPERATION IN IRELAND; A SURVEY. 424 p. London. G. Routledge & Sons (Ltd.). [1931.]

HORACE PLUNKETT FOUNDATION—Continued.

Includes a survey by counties of cooperative development in the Irish Free State and Northern Ireland; chapters dealing with cooperative creameries in Northern Ireland and the Irish Free State; agricultural societies, credit societies, central organizations, and miscellaneous marketing.

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A SURVEY OF COOPERATIVE LEGISLATION. Reprint from Yearbook of Agricultural Cooperation in the British Empire (1928). 129 p. London, G. Routledge & Sons (Ltd.). [1927.]

For surveys of legislation for later years see the yearbooks of agricultural cooperation for 1929–31.

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YEARBOOK OF AGRICULTURAL COOPERATION, 1925, 1927–1931. 6 v. London, G. Routledge & Sons (Ltd.). 1925–1931.

The first yearbook has title: Agricultural Cooperation in Its Application to the Industry, the Business, and the Life of the Farmer in the British Empire. It includes A Survey of Agricultural Cooperation in the Empire, edited by Karl Walter, and a report of a conference on agricultural cooperation held at Wembley, July 28–31, 1924. The second yearbook bears also the date 1926 on a half-title page. While the purpose of these yearbooks is to give a survey of agricultural cooperation in the British Empire, the scope was expanded with the 1930 volume to include material on other countries. The 1927–1931 volumes contain bibliographies on agricultural cooperation. The 1928–1931 volumes contain surveys of cooperative legislation for the year.

HOWE, C. B. (272)

FARMERS' COOPERATION IN NEW JERSEY, 1926. N. J. Agr. Expt. Sta. Bul. 487, 95 p. New Brunswick. 1929.

"One of the objects of the investigation was to determine the amount of business transacted by cooperative associations within the State. In addition to information on that subject the reader will find considerable historical material and description of the operations of various types of organizations." U. S. Fed. Farm Bd. Bul. 6, item 308.

HULBERT, L. S. (273)

LEGAL PHASES OF COOPERATIVE ASSOCIATIONS. U. S. Dept. Agr. Bul. 1106, 126 p. Issued October, 1922; revised October, 1929.

HULL, J. T. (274)

TRENDS IN CANADIAN COOPERATION. N. Y. Agr. Col. (Cornell), Dept. Agr. and Farm Mangt., Farm Econ. no. 67, p. 1393–1394. Ithaca. 1930.

INTERNATIONAL COOPERATIVE ALLIANCE. (275)

AGENDA OF THE THIRTEENTH INTERNATIONAL COOPERATIVE CONGRESS AT VIENNA, 25TH TO 28TH AUGUST, 1930. 188 p. London, Cooperative Printing Society (Ltd.). 1930.

Partial contents: The Marketing, Pooling, and Financing of Cooperative Producers in Relation to the Consumers' Movement, by Sir Thomas Allen, p. 137–150; The Canadian Wheat Pool, by Andrew Cairns, p. 155–167.

INTERNATIONAL INSTITUTE OF AGRICULTURE. (276)

PRELIMINARY REPORT ON THE SALE OF AGRICULTURAL PRODUCE BY PRODUCERS' COOPERATIVE SOCIETIES TO CONSUMERS' COOPERATIVE SOCIETIES OR DIRECTLY TO CONSUMERS. Presented to the agricultural advisory committee by the International Institute of Agriculture. 21 p. Rome. 1925.

INTERNATIONAL LABOR OFFICE. (277)

THE PART PLAYED BY COOPERATIVE ORGANISATIONS IN THE INTERNATIONAL TRADE IN WHEAT, DAIRY PRODUCE, AND SOME OTHER AGRICULTURAL PRODUCTS. 46 p. Geneva. 1926. (C. E. I. League of Nations—International Labour Office. International Economic Conference, Geneva, May 4, 1927. Documentation.)

JENSEN, AAGE. (278)

COOPERATIVE MARKETING PLAN. 8 p. [n. p.]. 1926.

The plan presented "is designed to apply to organizations called operators now existing or to be formed, in dealing with associations, individuals, partnerships, or other organizations who may be assembling, dealing [in] or manufacturing farm products in their several forms . . . or the products from the same."

JESNESS, O. B. (279)

COOPERATIVE MARKETING. U. S. Dept. Agr. Farmers' Bul. 1144, 14 p. Issued September, 1920; revised October, 1924.

Gives suggestions for organizing cooperative marketing associations.

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COOPERATIVE MARKETING AND PRICE CONTROL. Ky. Agr. Expt. Sta. Bul. 271. p. 259–279. Lexington, 1926.

JESNESS, O. B.—Continued. (281)

PLANS AND ORGANIZATION OF COOPERATIVES. Jour. Farm Econ. 7: 359–368. 1925.

This is a reply to How Shall Cooperatives Be Organized, by M. O. Tobriner, in Journal of Farm Economics, October, 1924.

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RELATION OF COOPERATIVE MARKETING TO THE ADJUSTMENT OF AGRICULTURAL PRODUCTION. Jour. Farm Econ. 7: 176–195. 1925.

Discussion by P. L. Miller, p. 191–195. This paper was read at the fifteenth annual meeting of the American Farm Economic Association, December 30, 1924.

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RESEARCH RELATING TO COOPERATIVE MARKETING. Jour. Farm Econ. 12: 233–247. 1930.

Discussion by H. B. Price, p. 245–247.
This paper was read at the twentieth annual meeting of the American Farm Economic Association, December 30, 1929.

JONES, J. M. (284)

AGRICULTURAL COOPERATION IN SOUTH WALES. AN ECONOMIC AND FINANCIAL ANALYSIS. Univ. Col. Wales, Aberystwyth, Agr. Econ. Dept., Marketing and Co-op. I, 40 p., illus. Aberystwyth. 1927.

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A REVIEW OF AGRICULTURAL COOPERATION IN WALES. p. 54–67.

"Reprinted from the Welsh Journal of Agriculture, vol. VI, 1930." See p. 64–66 for cooperative marketing.

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AGRICULTURAL COOPERATION IN NORTH WALES. A STUDY IN EXPERIENCE. Univ. Col. Wales, Aberystwyth, Agr. Econ. Dept., Marketing and Co-op. III, 82 p. illus. Aberystwyth, 1928.

Marketing farm produce, p. 25–34; the Anglesey egg-collecting depot, p. 44–54; cooperative dairying in North Wales—farm production and marketing organisation, p. 72–76.

KNAPP, J. G. (287)

A COOPERATIVE MARKETING MANUAL. N. C. Agr. Expt. Sta. Bul. 276, 80 p. Raleigh. 1930.

Current sources of information on cooperative marketing, p. 43–45.
Deals with the following: The problem of agriculture after the war; governmental assistance to agriculture, 1921–26; schemes for handling the surplus, 1922–1929; the agricultural marketing act—a culmination of farm relief bills; how to organize cooperative marketing associations; the principles of efficient cooperative marketing; what cooperatives can and can not do. Four appendices contain the texts of the agricultural marketing act, the North Carolina cooperative marketing act, the North Carolina mutual exchange act, and the marketing contract of eastern North Carolina tobacco growers' marketing associations. A fifth appendix contains a table giving statistics of the membership and business of farmers' associations, by commodity groups, 1915, 1925, and 1930.

LANDIS, B. Y. (288)

THE COOPERATIVE MARKETING MOVEMENT. *In* Landis, B. Y., ed., Handbook of Rural Social Resources. p. 115–127. 1928.

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SOCIAL ASPECTS OF FARMERS' COOPERATIVE MARKETING. 62 p. Chicago, University of Chicago press. [1925.] (Fed. Council of the Churches of Christ in America, Dept. Research and Ed. Bul. 4.)

Discusses the development of cooperative marketing in the United States, social and educational work of regional associations, etc. An appendix is entitled, "Studies of the Social Aspects of European Agricultural Cooperatives."

LLOYD, J. W. (290)

SOME ESSENTIALS TO SUCCESS IN COOPERATIVE MARKETING. Iowa State Hort. Soc. Trans. 60: 274–278. 1925.

LUND, A. S. T. (291)

A GUIDE TO COOPERATIVE ORGANIZATION FOR HAWAII. Hawaii Univ., Agr. Ext. Serv. Ext. Bul. 13, 67 p. Honolulu. 1931.

Current sources of information on cooperative marketing, p. 63–65.

M., J. K. (292)

THE BASIS OF PAYMENT FOR PRODUCE IN CO-OPERATIVE MARKETING ASSOCIATIONS IN THE UNITED STATES. Internatl. Rev. Agr. [Rome] Yr. 21, no. 2, pt. 2, p. 41–47. 1930.

McBride, C. G., Wallace, B. A., and Hammans, C. W. (293)
DUTIES OF MEMBERS, DIRECTORS, AND MANAGERS OF COOPERATIVE ASSOCIATIONS. Ohio Agr. Col. Ext. Bul. 52, 15 p. Columbus. 1926.

McKay, A. W. (294)
FARMER'S PART IN MARKETING. Ind. Hort. Soc. Trans. 1924: 164–167.
Not seen.

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PRACTICAL COOPERATIVE MARKETING. 512 p., illus. New York, John Wiley & Sons (Inc.) [etc.]. 1928. (The Wiley Farm Ser.)
Discusses the general problems to be met in the organization and working of a cooperative association and takes up more specifically, associations for the marketing of milk, butter, cheese, poultry, potatoes, deciduous fruits, citrus fruits, livestock, cotton, wheat, wool, etc.

Mackintosh, Margaret. (296)
THE COOPERATIVE MOVEMENT IN CANADA. Canada Yearbook 1925: 704–720. 1926.
Producers' cooperation, p. 712–720. Later yearbooks bring this survey up to date.

Mackintosh, W. A. (297)
AGRICULTURAL COOPERATION IN WESTERN CANADA. 173 p., charts. Kingston, Queen's University. [1924.]
"The scope of this study . . . is confined to the investigation of cooperative marketing and purchasing in the three Provinces of Manitoba, Saskatchewan, and Alberta."

McMillen, Wheeler. (298)
TOO MANY FARMERS. THE STORY OF WHAT IS HERE AND AHEAD IN AGRICULTURE. 340 p. New York, William Morrow & Co. 1929.
Organization, Part V, p. 209-242. Two of the chapters in this section are on cooperative marketing.

Masterson, C. S. (299)
EIGHT LESSONS IN MARKETING FARM PRODUCTS, WITH SPECIAL ATTENTION TO COOPERATIVE MARKETING. Ind. Dept. Pub. Instr., Div. Vocat. Educ. Bul. 101, rev., 26 p. Indianapolis, Ind. 1930.
Sources of reference used in this course of instruction and others that will supplement it (p. 4–6). These lessons are outlines to be followed.
Contents: 1. Marketing of Agricultural Products.—2. Cooperative Market Lessons.—3. The Development of Marketing, Including Plans and Methods.—4. Types of Marketing Associations.—5. Essentials of Success of Cooperative Marketing.—6–7, Commodities Produced in Indiana Which Are Being Successfully Marketed in the United States.—8. Cooperative Purchasing.

Mears, E. G. (300)
PRINCIPLES AND PRACTICES OF COOPERATIVE MARKETING. 580 p., illus. Boston, New York, [etc.], Ginn & Co. [1926.]
Bibliography, p. 561–572.

Michigan State College of Agriculture and Applied Science, Extension Division. (301)
A STATEMENT OF POLICY TOWARD AGRICULTURAL COOPERATION. Mich. Agr. Col. Ext. Bul. 45, 3 p. East Lansing. 1925.

Mukherjee, B. B. (302)
COOPERATION AND RURAL WELFARE IN INDIA. 198 p. Calcutta and Simla, Thacker Spink & Co. 1929.
According to the author's preface this book is "an attempt to draw the attention of all students of rural economics to the great services which cooperation can render to the cause of rural welfare in India." Ch. III, p. 80–117, is entitled "Better Business" and deals mainly with marketing associations.

Murphy, Michael. (303)
COOPERATIVE MARKETING OF AGRICULTURAL PRODUCTS. Cork Univ. Agr. Bul. 3, 140 p. Cork, Ireland. 1928.
In three parts as follows: The Problem of Marketing; Types of Marketing Organisations; The Commercial Mechanism of Cooperative Marketing.

National Council of Farmers' Cooperative Marketing Associations. (304)
PROCEEDINGS OF THE SECOND TO FOURTH NATIONAL COOPERATIVE MARKETING CONFERENCES, 1924–1926. 3 v. Chicago, Ill., Washington, D. C. 1924–1926.

New York State Department of Agriculture and Markets. (305)
PROVISIONS OF COOPERATIVE CORPORATIONS LAW (CHAPTER 231, OF THE LAWS OF 1926, AS AMENDED) RECODIFICATIONS OF ALL LAWS IN RELATION TO COOPERATIVE ASSOCIATIONS. N. Y. State Dept. Agr. and Markets Circ. 404, 34 p. Albany. 1930.

NOURSE, E. G. (306)
THE LEGAL STATUS OF AGRICULTURAL COOPERATION. 555 p. New York, The Macmillan Co. 1927. (Institute of Economics, Investigations in Agricultural Economics.)

ONTARIO LEGISLATIVE ASSEMBLY, AGRICULTURAL ENQUIRY COMMITTEE. (307)
REPORT . . . ON MARKETING OF AGRICULTURAL PRODUCTS. SECOND REPORT, COOPERATION AND NATIONAL MARKETING. POULTRY AND DAIRY PRODUCTS, FRUIT, LIVESTOCK, MEAT, MARKET GARDEN PRODUCE. 27 p. Toronto, printed by C. W. JAMES. 1926.

ORECHKOFF, P. N. (308)
AGRICULTURAL COOPERATION IN BULGARIA. Internatl. Rev. Agr. Econ. [Rome] (n. s.), Yr. 2, no. 2, p. 240–260. 1924.
Official sources, p. 240–241.
A general survey of the cooperative movement in Bulgaria is given and the various societies discussed. The cooperative legislation of the agrarian government is included, and there is a section devoted to the management and inspection of the cooperative societies.

PATERSON, A. W. (309)
STUDIES IN COOPERATION IN INDIA AND CEYLON. Gold Coast Agr. Dept. Bul. 17, 39 p. Accra. 1929.
Indian marketing societies, p. 26–30. See particularly for the Tiruppur, Hubli and Gadag cotton marketing societies.

PATTERSON, T. M. (310)
THE PROGRESS OF COOPERATING MARKETING IN MISSISSIPPI. Miss. Agr. Col. Ext. Bul. 48, 15 p., illus. A. & M. College. 1928.

PITT, D. T. (311)
THE PRINCIPLES OF CONSUMERS', PRODUCERS', AND CREDIT COOPERATION. AN HISTORICAL OUTLINE. N. J. Dept. Agr. Circ. 153, 53 p. Trenton, 1929.
Bibliography, p. 52–53.
Producers' Cooperation (1. Statement and discussion of principles.—2. Canadian wheat pool and its necessity in the United States.—3. Conclusion), Ch. V. p. 25–31.

POWELL, H. C. (312)
THE COOPERATIVE ORGANISATION OF AGRICULTURE. Ttransvaal Univ. Col. Faculty Agr., T. U. C. Bul. 7, 28 p. [Pretoria. 1926.]
"Reprinted from the 'Farmers Gazette,' February–March, 1926."

PRODUCERS' AND CONSUMERS' CONFERENCE, BATHURST, N. S. WALES. (313)
THE PRODUCERS' AND CONSUMERS' CONFERENCE HELD AT BATHURST, NEW SOUTH WALES, SEPTEMBER, 1926. 105 p., charts. Sydney, A. J. Kent, Govt. printer, 1926.
This conference was held for the purpose of considering the marketing problem. The resolution adopted at the final session "reflects unmistakably a widespread desire for collective marketing and distribution, and for the organisation of producer and consumer in a fashion which will make possible a closer relation between them." The report is in two parts. Pt. 1 is the report of the conference, and pt. 2 contains statistics, graphs, and other matter prepared for the information of the conference.

RATNER, GRIGORII. (314)
AGRICULTURAL COOPERATION IN THE SOVIET UNION. Edited by the Horace Plunkett Foundation. Translator, M. Digby. 90 p. London, George Routledge & Sons (Ltd.). 1929.
According to the preface, this book "limits itself to a description of the actual work of the agricultural cooperatives . . . [It] is supplemented by statistical data and recent facts not to be found in the German edition."

REED, STANLEY. (315)
FINANCIAL STRUCTURE OF COOPERATIVES. Address. American Institute of Cooperation, Kansas State Agricultural College, Manhattan, Kans., June 11, 1931. U. S. Fed. Farm Bd. Circ. 4, 16 p. 1931.

ROBOTKA, FRANK. (316)
COOPERATING UNDER THE IOWA COOPERATIVE LAWS. Iowa Agr. Expt. Sta. Circ. 95, 16 p. Ames. 1925.
"The object of this bulletin is to discuss the available Iowa legal forms in the light of their adaptability to the different purposes of farmers' organizations."

SASKATCHEWAN DEPARTMENT OF AGRICULTURE, COOPERATION AND MARKETS BRANCH. (317)
ANNUAL REPORT . . . FOR THE YEARS 1914–1931. Regina, J. W. Reid, King's printer. 1915–1931.
Discusses cooperative activities promoted by the branch, improvements in marketing of various commodities, and the different cooperative meetings held during the year.

SCHULTZ, H. H. (318)
POSSIBLE FUNCTIONS OF A STATISTICAL SERVICE IN CENTRALIZED FARMER COOPERATIVE ASSOCIATIONS. Southwest. Polit. and Social Sci. Assoc. Proc. 6: 109–118. Austin. 1925.

SCOTLAND COMMITTEE ON AGRICULTURAL COOPERATION. (319)
REPORT . . . Presented by the Secretary of State for Scotland to Parliament by command of His Majesty, May, 1930. 45 p., illus. Edinburgh, H. M. Stationery Off. 1930. ([Gt. Brit. Parliament. Papers by Command] Cmd. 3567.)

"This pamphlet contains a statement of the history and present position of agricultural cooperation in Scotland with definite recommendations for its future development." Agr. Econ. Lit. 4: 405. 1930. Marketing of agricultural produce (eggs, milk, wool, livestock, and meat), p. 12–23.

SOUTH AFRICA DEPARTMENT OF AGRICULTURE. (320)
THE PRINCIPLES OF COOPERATION. Union So. Africa Dept. Agr. Bul. 80 (Econ. Ser. 2), 40 p. Pretoria. 1930.

Contents: 1. The Principles, by A. P. Van der Post; 2. The Law, by N. van Dalsen; 3. How to Organize, by W. Rode; 4. Cooperative Methods, by E. R. Jacklin; 5. The Business Side, by E. R. Jacklin; 6. Cooperation in Maize, by E. R. Jacklin.

SOUTH AFRICA DEPARTMENT OF AGRICULTURE, DIVISION OF AGRICULTURAL ECONOMICS AND MARKETS. (321)
REPORT ON COOPERATIVE MARKETING DURING 1927–1928. Union So. Africa Dept. Agr. Bul. 74 (Econ. Ser. 10), 53 p. Pretoria. 1930.

This is the first of a series of reports on the activities of cooperative associations in South Africa. It contains some information on methods of marketing.

SOUTH DAKOTA COOPERATIVE INSTITUTE. (322)
COOPERATIVE MARKETING. Extracts from the proceedings of the first South Dakota cooperative institute. 38 p. [n. p.]. 1926.

The full report of the proceedings was not published. Partial contents: The Advancement of Cooperative Marketing, by C. Larsen; Measuring the Benefits of Cooperation, by L. P. Betts; Financial Organization of Cooperative Association, by M. R. Benedict; Relation of Intermediate Credit Banks to Cooperative Marketing Associations, by Andrew Kopperud; Financing of Cooperative Association, by A. Hoffman; Educational Needs in Cooperative Marketing, by C. W. Pugsley.

STOKDYK, E. A., and WEST, C. H. (323)
THE FARM BOARD. 197 p. New York, The Macmillan Co. 1930.

According to the preface, "the purpose of this book is to set forth some of the problems facing agriculture, the scope of the agricultural marketing act, and the possibilities and limitations of the Federal Farm Board in dealing with agricultural problems."

TAYLOR, A. E. (324)
THE AGRICULTURAL COOPERATIVE AS TRADE ASSOCIATION. 8 p. [Stanford University, Calif., Food Research Institute. 1928.]

Reprinted from the Cooperative Marketing Journal 2 (4): 189–194. July, 1929.

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COOPERATIVE PRODUCTION AND MARKETING. 6 p. Stanford University, Calif. Food Research Institute. 1924.

Reprinted from Sunset, the Pacific Monthly, v. 52, no. 2, February, 1924. Summarized in Mo. Labor Rev., August, 1924, p. 190–191.

TENNY, L. S. (326)
MANAGEMENT PROBLEMS OF COOPERATIVE MARKETING ASSOCIATIONS. Harvard Business Rev. 2: 453–464. 1924.

THOMSEN, F. L., and HENSLEY, H. C. (327)
ORGANIZING TO TAKE ADVANTAGE OF THE FEDERAL AGRICULTURAL MARKETING ACT. Missouri Agr. Col. Ext. Circ. 240, 4 p. Columbia, 1930.

"This circular is intended only to present the general set-up proposed by the Farm Board and the general relation which it bears to Missouri farmers."

THOMSEN, F. L., and THORNE, G. B. (328)
COOPERATIVE MARKETING FOR MISSOURI. Missouri Agr. Expt. Sta. Bul. 253, 97 p., illus. Columbia, 1927.

TOBRINER, M. O. (329)
COOPERATIVE MARKETING AND THE RESTRAINT OF TRADE. Columbia Law Rev. 27: 827–836. November, 1927.

"A discussion of the question 'Do cooperative marketing associations constitute illegal monopolies in restraint of trade?'" U. S. Fed. Farm Bd. Bul. 6, item 640. Not examined.

TOBRINER, M. O.—Continued. (330)
HOW SHALL COOPERATIVES BE ORGANIZED? Jour. Farm Econ. 6:367–377. 1924.
"The writer compares the advantages and disadvantages of the federated and centralized types of organization in theory and in practice." U. S. Fed. Farm Bd. Bul. 6, item 643. For a reply to this article see Plans and Organization of Cooperatives, by O. B. Jesness, in Journal of Farm Economics, July, 1925.

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LEGAL ASPECT OF THE PROVISIONS OF COOPERATIVE MARKETING CONTRACTS. Jour. Amer. Bar Assoc. 12: 23–26. 1926.

TUCK, C. H. (332)
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CANADIAN WHEAT POOL, WINNIPEG. (847)

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Contents: No. 1. Proposed Cooperative Grain Marketing Act. A Radio Address, by R. H. Milliken (3 p.); No. 2. The Main Question (4 p.); No. 3. The Pool Proposal (4 p.); No. 4. A Misleading Statement (4 p.); No. 5. National Policies and Grain Market Control (12 p.); No. 6. Legislation—the Pathway of Progress (8 p.); No. 7. The Story of Other Commodities (8 p.); No. 8. Outline of the Grain Marketing Act and the Referendum Act (7 p.); No. 9. [Not published]; No. 10. Lest We Forget (8 p.); No. 11. Mainly for Women, by A. L. Hollis (8 p.); No. 12. A Three-Way Analysis, by R. H. Milliken (7 p.).

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CANADIAN WHEAT POOL, WINNIPEG.—Continued.
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Marketing, p. 14–15.

MICHELS, MATH. (1427)
WISCONSIN GRADES FOR AMERICAN CHEESE. Wis. Dept. Markets Bul. v. 6, no. 3, 23 p., illus. Madison. 1925.

MOORE, J. W. (1428)
AMENDED SWISS CHEESE GRADES AND STANDARDS AND HOLDING REGULATIONS. Wis. Dept. Agr. and Markets Bul. 122, 25 p. Madison. 1931.

REICHART, E. L., and DAVIS, H. P. (1429)
COTTAGE CHEESE MANUFACTURE IN DAIRY PLANTS. Nebr. Agr. Expt. Sta. Bul. 217, 16 p., illus. Lincoln. 1927.
Marketing cottage cheese, p. 11–12.

SAMMIS, J. L. (1430)
CHEESE MAKING. A book for practical cheese makers, factory patrons, agricultural colleges, and dairy schools. 293 p., illus. Madison, Wis., The Cheese Maker Book Co. 1930.
Early history, cheese selling, and cheese boards, p. 110–114.

SILCOX, W. R., and BAKKEN, H. H. (1431)
THE FOREIGN TYPE CHEESE INDUSTRY IN WISCONSIN. Wis. Agr. Expt. Sta. Research Bul. 103, 36 p. Madison. 1930.
Merchandising foreign type cheese, p. 14–17.

THOM, CHARLES, and FISK, W. W. (1432)
THE BOOK OF CHEESE. Rev. ed., 415 p., illus. New York, The Macmillan Co. 1925.
Marketing, p. 343–361.

VALIO COOPERATIVE BUTTER EXPORT ASSOCIATION. (1433)
[CONTROL AND MARKING OF FINNISH EXPORT CHEESE]. [6] p., illus. [Helsingissä, Kustannusosakey-htiö Otavan Syväpaino. 1929.]
French, English, and Spanish.

WALKER-TISDALE, C. W., and WOODNUTT, W. E. (1434)
PRACTICAL CHEESE MAKING; A GENERAL GUIDE TO THE MANUFACTURE OF CHEESE. Ed. 3., 204 p., illus. London, G. Allen & Unwin (Ltd.) [1928.]
The marketing or disposal of cheese, p. 130–132.

WISCONSIN DAIRY AND FOOD COMMISSIONER. (1435)
PROCESS CHEESE. Joint Resolution 54s, legislature of 1925. Report by J. O. Emery, Dairy and food commissioner. 45 p. Madison. 1926.
Joint Resolution 54s related to certain alleged practices of certain manufacturers of process cheese in incorporating into their products butter, whey butter, renovated butter, skim-milk cheese, casein, and albumen, and directs the attorney general and the dairy and food commissioner to investigate and take action.

MILK AND CREAM

BALL, F. E. (1436)
MAKE THE DAIRY PAY. TESTING AND HANDLING MILK AND CREAM. Colo. Agr. Expt. Sta. Bul. 295, 60 p., illus. Fort Collins. 1924.
The information given in Bulletin 320, Testing and Handling Milk and Cream, was taken largely from Bulletin 295.

BARTLETT, R. W. (1437)
MILK MARKETING IN PENNSYLVANIA, MILK MARKETING PLANS. Penn. Agr. Expt. Sta. Bul. 208, 39 p., illus. State College. 1926.
For a continuation of this study see A Price Plan for Selling Milk by Collective Bargaining Organizations, by R. W. Bartlett (Penn. Agr. Expt. Sta. Bul. 251).

——— (1438)
A PRICE PLAN FOR SELLING MILK BY COLLECTIVE BARGAINING ORGANIZATIONS. A STUDY OF VARIOUS FACTORS CONCERNING THE PRODUCTION, DISTRIBUTION, AND CONSUMPTION OF MILK, AND THE RELATION OF THESE FACTORS TO A MILK-MARKETING PLAN, SUCH AS IS NOW OPERATIVE IN THE PITTSBURGH TERRITORY. Penn. Agr. Expt. Sta. Bul. 251, 32 p., illus. State College. 1930.
Suggested references, p. 32. This study is, in a large part, a continuation of the study, Milk Marketing in Pennsylvania, Milk Marketing Plans, by R. W. Bartlett (Penn. Agr. Expt. Sta. Bul. 208). Costs of retail distribution, p. 8–10.

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PRICE PLANS FOR MARKETING MILK. Ill. Agr. Expt. Sta. Circ. 358, 19 p., illus. Urbana. 1930.
"Describes briefly the ways in which milk-marketing plans have been used in attempts to adjust natural milk production so that it will conform more nearly to consumption. Particular attention is given to the three principal types of marketing plans in use at the present time."

——— and GREGG, W. E. (1440)
MILK MARKETING IN PENNSYLVANIA, SHIPPING STATION OPERATIONS; AN ECONOMIC ANALYSIS OF PLANT OPERATION BASED ON A STUDY OF THE RECORD OF 52 SHIPPING STATIONS IN 1925 Penn. Agr. Expt. Sta. Bul. 219, 43 p. State College. 1928.

BIBBY, J. & SONS (LTD.). (1441)
BIBBY'S BOOK ON MILK. SECTION II. THE LAW RELATING TO THE SALE OF MILK: ITS HISTORY, CRITICISM OF ITS ADMINISTRATION, AND SUGGESTIONS FOR ITS AMENDMENT. Ed. 12, 487 p. Liverpool. 1928.
Have also Sup. 7–8 to sect. 2, ed. 12.

BRITISH COLUMBIA MILK INQUIRY COMMISSION. (1442)
REPORT . . . 1928. PRESENTED TO THE LEGISLATURE JANUARY 22, 1929. 112 p. charts, map. Victoria, printed by C. F. Banfield, 1929.
This is the report of a commission appointed to "inquire into the matter of milk and milk products, production, quality, by-products, supplementary products, surplus, distribution, supply, prices, and sale in the Lower Fraser Valley, in the said

BRITISH COLUMBIA MILK INQUIRY COMMISSION.—Continued.

Province, and competing districts, and, without derogating from the foregoing, with particular reference to the whole question of milk and milk products as it pertains to the city of Vancouver and adjacent neighbouring municipalities . . ." (p. 10).

CAMBURN, O. M. (1443)

MILK RECEIVING STATION OPERATION IN VERMONT. Vt. Agr. Expt. Sta. Bul. 303, 38 p. Burlington. 1929.

Literature cited, p. 17. This bulletin is mainly statistical.

DURRETT, J. J. and ISLEY, C. L., Jr. (1444)

A STUDY OF MEMPHIS' MILK SUPPLY. 86 p. Memphis, Dept. of Health. 1925.

FORRESTER, R. B. (1445)

THE FLUID MILK MARKET IN ENGLAND AND WALES. [Gt. Brit.] Min. Agr. and Fisheries, Econ. Ser. 16, 141 p., illus. London. 1927.

Appendix 4, List of Reports of Official Committees on Questions Relating to Milk, p. 141. There are eight chapters in this report which deal with the magnitude, localization, and variation of supplies; regional movement of supplies; assembly and transport; quality and the graded milk movement; producers' prices and collective bargaining; the distributive trade; the consumers' market; and the outlook in the fluid milk market.

GANS, A. R. (1446)

ELASTICITY OF SUPPLY OF MILK FROM VERMONT PLANTS. FACTORS AFFECTING AVERAGE DELIVERIES PER PATRON. 1. THE MILK-FEED PRICE RATIO. Vt. Agr. Expt. Sta. Bul. 269, 40 p., illus. Burlington. 1927.

Literature cited, p. 40.

GREAT BRITAIN MINISTRY OF AGRICULTURE AND FISHERIES. (1447)

STUDIES CONCERNING THE HANDLING OF MILK, BY THE STAFF OF THE NATIONAL INSTITUTE FOR RESEARCH IN DAIRYING, UNIVERSITY COLLEGE, READING. [Gt. Brit.] Min. Agr. and Fisheries, Misc. Pub. 41, 47 p., illus. London. 1924.

Discusses factors concerning grade A milk.

——— COUNCIL OF AGRICULTURE FOR ENGLAND. (1448)

REPORT FROM STANDING COMMITTEE ON THE LAW RELATING TO THE SALE OF MILK. p. 386–391. London, H. M. Stationery Off. 1930. (Reprinted from [Gt. Brit.] Min. Agr. Jour., July, 1930.)

GRIMES, M. (1449)

URBAN MILK SUPPLY. Cork Univ. Agr. Bul. 1, 80 p., illus. Cork, Ireland. 1925.

In five parts as follows: The Clean Milk Problem; Investigation of the Milk Supply of Cork City; Some Results and Recommendations; Useful Regulations; Details of Investigation.

HOLLINGSHEAD, R. S., and WILLIAMSON, H. T. (1450)

INTERNATIONAL TRADE IN CONCENTRATED MILK. U. S. Dept. Com., Bur. Foreign and Dom. Com., Trade Prom. Ser. 57, 78 p., charts, 1928.

"The trade of the principal producing and consuming countries is studied in detail. The producing countries are discussed with regard to their production of fresh and concentrated milk and their consumption, foreign trade, and markets for concentrated milk. The consuming countries are reviewed in respect to their general economic conditions, consumption, imports, and methods of marketing concentrated milk . . ." (p. v).

HORNER, J. T. (1451)

THE DETROIT MILK MARKET. Mich. Agr. Expt. Sta. Spec. Bul. 170, 61 p., illus. East Lansing. 1928.

This is an extract from a more complete report made by the author on the Detroit fluid milk market. This bulletin deals with transportation, the city market, the Michigan Milk Producers' Association and the Detroit plan of production control, and producing to meet market demands.

HOWE, C. B. (1452)

THE MILK SUPPLY OF THE NEW JERSEY METROPOLITAN MARKET (INCLUDING SOME COMMENTS CONCERNING SALES IN THE NORTH SHORE AND RURAL MARKETS). N. J. Agr. Expt. Sta. Bul. 515, 24 p. New Brunswick. 1930.

This is the first of a series of studies on marketing of fluid milk in New Jersey.

INTERNATIONAL ASSOCIATION OF MILK DEALERS. (1453)

ANNUAL CONVENTION, 16–23, 1923–1930. [Milwaukee, 1923?–1930.]

Eighteenth to twenty-third issued in parts, one of which is a report of the proceedings of the sales and advertising section.

——— PACIFIC COAST DISTRICT. (1454)

PROCEEDINGS, SALES, AND ADVERTISING COUNCIL. Conference, 1st, 1928. 20 p. Oakland, Calif., 1928.

LININGER, F. F. (1455)
THE RELATION OF THE BASIC-SURPLUS MARKETING PLAN TO MILK PRODUCTION IN THE PHILADELPHIA MILK SHED. Penn. Agr. Expt. Sta. Bul. 231, 63 p., illus. State College. 1928.
Includes 61 statistical tables.

——— (1456)
SEASONAL ADJUSTMENTS OF PRODUCTION AND CONSUMPTION IN FLUID MILK AREAS. Jour. Farm Econ. 11: 152–167. 1929.
Discussion by H. A. Ross and Hutzel Metzger, p. 163–167. In the preparation of this paper, which was read at the nineteenth annual meeting of the American Farm Economic Association, December, 1928, the milk marketing research project of the Pennsylvania State College was used as a source of information.

——— and WEAVER, F. P. (1457)
HOW TO ADJUST MILK PRODUCTION TO THE PHILADELPHIA MARKETING PLAN. Penn. State Col. Ext. Circ. 123, 15 p. State College. 1929.
Based on Pennsylvania Agricultural Experiment Station Bulletin 231, The Relation of the Basic Surplus Marketing Plan to Milk Production in the Philadelphia Milk Shed.

MCBRIDE, C. G. (1458)
THE DEVELOPMENT OF MARKET MILK AREAS IN NORTHEASTERN OHIO. Ohio Agr. Expt. Sta. Bul. 469, 43 p., illus. Wooster. 1930.
Sources of supply and methods of handling in typical markets of the area, p. 21–33.

MCFALL, R. J. (1459)
THE MILK SUPPLY OF MASSACHUSETTS. Mass. Agr. Expt. Sta. Bul. 236, p. 123–134. Amherst. 1927.

MCNALL, P. E., and MITCHELL, D. R. (1460)
GETTING THE MOST FROM THE DAIRY HERD BY BETTER MARKETING. Wis. Agr. Expt. Sta. Bul. 398, 14 p., illus. Madison. 1928.
This bulletin is written in the form of conversation between father and son.

MACNEILAGE, ARCHIBALD, JR. (1461)
SURPLUS MILK AND MILK RESIDUES; BEING THE REPORT OF AN INVESTIGATION INTO THE UTILISATION AND MARKETING OF SURPLUS MILK AND MILK RESIDUES CARRIED OUT FOR THE SCOTTISH NATIONAL MILK AND HEALTH ASSOCIATION AND THE EMPIRE MARKETING BOARD. Hannah Dairy Research Inst. Bul. 1, 66 p. Glasgow. 1929.

MAUGHAN, M. O. (1462)
MANUAL FOR MILK SALESMEN. Ed. 4, 96 p., illus. Milwaukee, Wis., The Olsen Publishing Co. 1924.
Contains information on methods of milk salesmanship.

——— (1463)
MILK AND HOW TO SELL IT. 128 p., illus. Milwaukee, Wis., The Olsen Publishing Co. 1926.

MAXTON, J. L., and TAYLOR, C. C. (1464)
MARKETING FLUID MILK IN FOUR VIRGINIA CITIES. Va. Agr. Expt. Sta. Bul. 275, 42 p., illus. Blacksburg. 1930.
"This study was made to determine how milk is being marketed in Virginia cities of intermediate size and to analyze these factors which influence the efficiency with which fluid milk is distributed. The factors which presented themselves for consideration included the agencies, the existing demand, quality of milk, services rendered to consumers, costs of distribution, and prices obtained for different kinds of milk . . ." (p. 5). The four cities studied are Newport News, Petersburg, Lynchburg, and Bristol.

MICHIGAN DEPARTMENT OF AGRICULTURE. (1465)
MILK SUPPLIES OF MICHIGAN CITIES. Mich. Dept. Agr. Bul. 33, 16 p. Lansing. 1924.
Includes discussion of grades and number of distributors in each town or city.

——— BUREAU OF DAIRYING. (1466)
REGULATIONS GOVERNING THE PRODUCTION, HANDLING, SALE, AND DISPOSITION OF MILK AND CREAM. 1 sheet. [Lansing.] 1930.

NORTON, L. J., and SPENCER, LELAND. (1467)
A PRELIMINARY SURVEY OF MILK MARKETING IN NEW YORK. N. Y. Cornell Agr. Expt. Sta. Bul. 445, 55 p., illus. Ithaca. 1925.
Deals with the milk-shipping area, the supply of market milk, the process of marketing fluid milk, and cooperative organizations in the New York City territory. Twenty-seven statistical tables are included.

PAINE, H. W., and BONNEY, A. S. (1468)
HOW TO RUN A MILK BUSINESS. Facts and figures on successful milk-plant operation. 91 p. Milwaukee, Wis., the Olsen Publishing Co. [1926].

PREWETT, F. J. (1470)
THE MARKETING OF FARM PRODUCE . . . PART II, MILK. 84 p., illus. Oxford, Clarendon Press. 1927.

In five parts, as follows: Milk Production as Bearing on Distribution; Marketing Channels; The Organization of Milk Producers; Milk Products; Survey of the Distributive Situation.

——— (1471)
A SURVEY OF MILK MARKETING BASED ON CONDITIONS IN WILTSHIRE AND SOMERSET AND THE CITY OF BRISTOL, JUNE, 1927. 74 p., illus. Oxford. Clarendon Press. 1928.

This report gives a summary of recent developments in marketing organization; a brief account of the topography, population, etc., of the region; and reports on the movement of milk from the farm, details of marketing organization, the milk distributive services of Bristol and Glastonbury, factory and depot organization, cooperative organization, costs, margins and prices, and the utilization of milk. Additional data are given in the appendices on the South Wilts Milk Society and the Scottish Milk Agency.

——— (1472)
A SURVEY OF MILK MARKETING IN DERBYSHIRE, JUNE, 1928. 70 p., illus. Oxford, Clarendon Press. 1930.

Presents statistically "the milk marketing organization of Derbyshire, a county typical of much of England in the number of cows in milk, in the size and character of holdings, in the diversity of soils and of land elevations, and in its large but not greatly concentrated industrial population."

RIDDELL, F. T., and HORNER, J. T. (1473)
THE MARKETING OF MICHIGAN MILK THROUGH CREAMERIES, CREAM STATIONS, CONDENSERIES, AND CHEESE FACTORIES. Mich. Agr. Expt. Sta. Spec. Bul. 189, 36 p., illus. East Lansing. 1929.

This study was undertaken for the purpose of ascertaining the types of markets and market prices available to Michigan dairymen, and the marketing machinery and methods of these markets.

ROSS, H. A. (1474)
THE DEMAND SIDE OF THE NEW YORK MILK MARKET. N. Y. Cornell Agr Expt. Sta. Bul. 459, 86 p., illus. Ithaca. 1927.

Includes 65 statistical tables as well as charts and diagrams.

——— (1475)
THE MARKETING OF MILK IN THE CHICAGO DAIRY DISTRICT. Ill. Agr. Expt Sta. Bul. 269, p. 461–540, charts. Urbana. 1925.

——— (1476)
SOME FACTORS AFFECTING THE DEMAND FOR MILK AND CREAM IN THE METROPOLITAN AREA OF NEW YORK. U. S. Dept. Agr. Tech. Bul. 73, 68 p., illus. 1928.

——— (1476a)
THE SUPPLY SIDE OF THE NEW YORK MILK MARKET. N. Y. Cornell Agr. Expt. Sta. Bul. 527, 151 p., illus. Ithaca. 1931.

This statistical study "attempts to analyze the present supply of the New York milk market and to determine the most economical means of meeting its future requirements" (p. 7).

ROSS, H. E. (1477)
THE CARE AND HANDLING OF MILK. 342 p., illus. New York, Orange Judd Publishing Co.; London, K. Paul, Trench, Trübner & Co. (Ltd.). 1927.

Includes chapters on the chemical examination of market milk, grades of milk, inspection, transportation, and distribution.

SCHAFFNER, H. A. (1478)
A COMPILATION OF THE LAWS AND DEPARTMENTAL REGULATIONS RELATING TO MILK. Penn. Leg. Ref. Bur. Bul. 26, 47 p. [Harrisburg.] 1926.

SCHOENFELD, W. A. (1479)
SOME ECONOMIC ASPECTS OF THE MARKETING OF MILK AND CREAM IN NEW ENGLAND. U. S. Dept. Agr. Circ. 16, 74 p., illus. 1927.

A selected bibliography on marketing fluid milk, p. 72–73. "The purpose of this study was to obtain and analyze the economic facts surrounding the production and marketing of milk and cream in the New England States as an aid in the development of a plan for cooperative marketing and a better program of production."

SPENCER, LELAND. (1480)
AN ECONOMIC SURVEY OF THE LOS ANGELES MILK MARKET. Calif. Agr. Expt. Sta. Bul. 513, 106 p., illus. Berkeley. 1931.

This survey covered such subjects as consumption of milk and cream, grades and sanitary control, supply and utilization of milk, cream, and skim milk, sources of milk fat in ice cream, distribution, prices, and margins, transportation of milk and cream, dairymen's organizations and the Cooperative Dairy Products Association (Ltd.).

——— (1481)
PROBLEMS IN THE LOCATION OF COUNTRY MILK PLANTS. Jour. Farm Econ. 11: 313–329. 1929.

Discussion by Hutzel Metzger, p. 328–329. This paper, which was read at the nineteenth annual meeting of the American Farm Economic Association, December, 1928, is limited to 730 country New York milk plants which ship fluid milk and cream.

TAYLOR, C. C., and WARD, G. H. (1482)
NORFOLK PLAN OF MARKETING MILK. Va. Agr. Col. Ext. Bul. 116, 19 p., chart. Blacksburg. 1930.

THOMSEN, F. L., and REID, W. H. E. (1483)
FACTORS INVOLVED IN BUYING MISSOURI CREAM. Missouri Agr. Expt. Sta. Research Bul. 137, 26 p., illus. Columbia. 1930.

This bulletin is a summary of certain procurement factors developed in connection with a study published as Missouri Agricultural Experiment Station Bulletin 267, Developing New Markets for Missouri Butterfat, by F. L. Thomsen and W. H. E. Reid.

TRETSVEN, J. O., and NELSON, J. A. (1484)
THE PRODUCTION, CARE AND MARKETING OF CREAM IN MONTANA. Mont. Agr. Col. Ext. Bul. 73, 13 p., illus. Bozeman. 1925.

VERNON, J. J., and KIFER, R. S. (1485)
THE MARKET FOR MILK IN RICHMOND, VIRGINIA. Va. Agr. Expt. Sta. Bul. 263, 15 p. Blacksburg. 1928.

WALKER, HARVEY. (1486)
REGULATING THE PRODUCTION, HANDLING, AND DISTRIBUTION OF MILK. Public Health Rpts. [U. S.] 43: 2095–2108. 1928. (Also issued as Reprint no. 1240.)

WASHBURN, R. M. (1487)
PRODUCTIVE DAIRYING. Ed. 4, rev., 438 p., illus. Philadelphia and London, J. B. Lippincott Co. [1931].

Pt. 5, entitled "Market Milk," includes chapters on Kinds and Classes of Market Milk—Methods of Selling and Government Standards of Purity for Milk and Its Products.

COOPERATIVE MARKETING

ATKESON, F. W., and FOURT, D. L. (1488)
COOPERATIVE CREAM POOLS IN IDAHO. Idaho Agr. Expt. Sta. Bul. 144, 33 p., illus. Moscow. 1926.

Discusses history of the pools in Idaho, results obtained, advantages, organization, and important factors in the success of a pool, and gives legal forms for organization and operation and business forms.

BALDERSTON, R. W. (1489)
POSSIBILITIES AND LIMITATIONS OF COÖPERATIVE MARKETING OF MILK. Md. Agr. Soc. Rpt. (1924) 9: 284–289. 1925.

CONNECTICUT MILK PRODUCERS' ASSOCIATION. (1490)
REPORT OF THE ANNUAL MEETING . . . 1925. 30 p. [Hartford. 1925.]

Includes addresses by Mr. Morris, Professor Tuck, of the New England Milk Producers' Association, and the address made by President Coolidge in welcoming the delegates to the third national conference of the National Council of Farmers' Cooperative Marketing Associations. All of them stressed cooperation.

JONES, J. W. (1491)
MEMBERSHIP RELATIONS OF COOPERATIVE ASSOCIATIONS (FLUID MILK). U. S. Dept. Agr. Circ. 41, 23 p. 1928.

This is one of a series of studies undertaken "to find out the attitude of farmers toward the cooperative association operating in that region, to discover their appreciation of the services rendered by the cooperative, their reasons for having or not having membership in the cooperative, the causes of any dissatisfaction they may have with their organization, their understanding of economic principles underlying prices and marketing, and the methods used by the associations to lead the thinking of producers in their respective areas."

LANGFORD, E. W. (1492)
COLLECTIVE BARGAINING IN THE MILK INDUSTRY. Natl. Farmers' Union Yearbook 1930: 291–308.
Includes list of creameries in England and Wales.

METZGER, HUTZEL. (1493)
COOPERATIVE MARKETING OF FLUID MILK. U. S. Dept. Agr. Tech. Bul. 179, 91 p., illus. 1930.
Deals with the development of milk-marketing associations, types of associations, organization, pooling practices, financing, seasonal variation, and production control plans, price policies and plans, eight representative associations, and the National Cooperative Milk Producers Federation.

OLIVER, CHARLES, ed. (1494)
SELLING MILK COOPERATIVELY IN CONNECTICUT. 48 p., illus. [Hartford]. Connecticut Milk Producers' Association. 1930.
Contains a description of the organization of the Connecticut Milk Producers' Association, copies of the pooling contract, articles of association and by-laws of the association, and various other items that will help the members of the association to "better understand the system under which their milk is sold."

PETERSON, R. A. (1495)
MARKETING PROBLEMS AND POSSIBILITIES OF PRODUCERS SUPPLYING CONDENSERIES. Wis. Dept. Agr. and Markets Bul., 10 p. Madison. 1931.
This is a copy of an address delivered at the American Institute of Cooperation, June 11, 1931.

PREWETT, F. J. (1496)
MILK-MARKETING BY POOLS AND OTHERWISE. 4 p. [Oxford? England. 1929?]. (Also published in Oxford Univ., Agr. Econ. Research Inst., Misc. Papers Agr. Econ., v. 5, 1928–1929.)

QUACKENBUSH, E. R. (1497)
THE DAIRYMEN'S COOPERATIVE SALES COMPANY; A BRIEF STORY OF PAST HISTORY AND PRESENT DEVELOPMENT IN MARKETING MILK IN THE PITTSBURGH MILKSHED. 19 p. [Pittsburgh, Pa. 1926.]

STERN, J. K. (1498)
MEMBERSHIP PROBLEMS IN A MILK MARKETING ORGANIZATION. Penn. Agr. Expt. Sta. Bul. 256, 16 p. State College. 1930.
This is a study of the Dairymen's Cooperative Sales Co. operating in the Pittsburgh area.

WALWORTH, G. (1499)
THE ORGANISATION OF A COOPERATIVE MILK SERVICE. Co-op. Union, (Ltd.), Agr. Advisory Ser. 6, 18 p. Manchester. 1930.

COST OF DISTRIBUTION AND OPERATION

BROWN, C. A. (1500)
COSTS AND MARGINS AND OTHER RELATED FACTORS IN THE DISTRIBUTION OF FLUID MILK IN FOUR ILLINOIS MARKET AREAS. Ill. Agr. Expt. Sta. Bul. 318, p. 171–282, illus. Urbana. 1928.
Deals with milk production, marketing agencies and contributory organizations, assembling and processing plants, statistics on consumption, surplus milk, costs and margins in milk distribution, and factors affecting dealers' margins.

HALL, N. C. (1501)
MILK DISTRIBUTION COSTS AND PROFITS, WISCONSIN, 1920–1921. Wis. Dept. Markets Bul. v. 5, no. 2, 21 p., illus. Madison. 1924.

MCNEIL, E. R. (1502)
THE COST OF DISTRIBUTING MILK IN BINGHAMTON, N. Y. N. Y. Agr. Col. (Cornell), Dept. Agr. Econ. and Farm. Mangt., Farm Econ. no. 40, p. 577–578. Ithaca. 1926.
Data are from a survey of 32 milk dealers in Binghamton, N. Y., for the year 1924.

TUCKER, C. K. (1503)
COMPARATIVE COSTS OF OPERATING COUNTRY MILK PLANTS SHIPPING RAW MILK, PASTEURIZED MILK, AND BOTTLED MILK, 1925. N. Y. Agr. Col. (Cornell), Dept. Agr. Econ. and Farm Mangt., Farm Econ. no. 50, p. 854–856. Ithaca. 1928.

——— (1504)
THE COST OF HANDLING FLUID MILK AND CREAM IN COUNTRY PLANTS. N. Y. Cornell Agr. Expt. Sta. Bul. 473, 119 p., illus. Ithaca. 1929.
This study deals with the second step in the marketing of fluid milk; that is, processing in the country plants.

TUCKER, C. K.—Continued. (1505)

COSTS OF OPERATING COUNTRY MILK PLANTS. N. Y. Agr. Col. (Cornell), Dept. Agr. Econ. and Farm Mangt., Farm Econ. no. 46, p. 725–729. Ithaca. 1927.

——— (1506)

COSTS OF OPERATING COUNTRY MILK PLANTS SHIPPING RAW MILK IN CANS. N. Y. Agr. Col. (Cornell), Dept. Agr. Econ. and Farm Mangt., Farm Econ. no. 45, p. 700–701. Ithaca. 1927.

——— (1507)

COSTS OF OPERATING CREAM PLANTS. N. Y. Agr. Col. (Cornell), Dept. Agr. Econ. and Farm Mangt., Farm Econ. no. 53, p. 940–942. Ithaca. 1928.

UNITED STATES TARIFF COMMISSION. (1508)

MILK AND CREAM. Report . . . to the President of the United States. Differences in costs of production of milk and cream in the United States and in the principal competing country, as ascertained pursuant to the provisions of section 315 of title III of the Tariff act of 1922. 74 p., illus. Washington, D. C. 1929.

Creamery costs of handling milk and cream, p. 15–17; transportation costs of cream, p. 36–37. Fifty-nine statistical tables are given.

GRADING, STANDARDIZATION, AND INSPECTION

AMERICAN ASSOCIATION OF MEDICAL MILK COMMISSIONS. (1509)

PROCEEDINGS. 1–24, 1907–1930. Cincinnati. 1908–1931.

Proceedings 11–24, 1917–1930 issued in conjunction with the Certified Milk Producers' Association of America. 21st, contains also Annual Meeting of the California Medical Milk Commission. Proceedings 21–24, 1927–1930 contain also Annual Conference of the Metropolitan Certified Milk Producers with the Certified Milk Producers' Association of America. 1927–1930 have title "Certified Milk Conferences." Includes articles dealing with methods and standards in the production of certified milk.

AMERICAN DRY MILK INSTITUTE (INC.). (1510)

THE GRADING OF DRY SKIM MILK. 12 p., illus. [Chicago. 1929.]

BENNETCH, P. B. (1511)

MILK DEALERS' LICENSING AND BONDING LAW; LIST OF LICENSED MILK DEALERS. N. J. Dept. Agr. Circ. 74, 12 p. Trenton. 1924.

Gives list of milk dealers licensed under the law but does not give the law itself.

CANADA LAWS, STATUTES, ETC. (1512)

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This little booklet tells of the organization and activities of the Washington Cooperative Egg & Poultry Association, its policy, administration, marketing agreements, sales department, auditing department, and feed depots; its publication, Washcoegg; the cost of membership, standardizing and grading, and gives a list of grading rules, a description of the sand-blast machine for dry-cleaning eggs, a sales chart for 1917–1925, a directory of the association, etc.

GRADING, STANDARDIZATION, AND INSPECTION

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THE INDIVIDUAL GRADED RETURN. A TIME-SAVING ACCURATE METHOD FOR MAKING INDIVIDUAL GRADED RETURNS FOR EACH PRODUCER'S EGGS IN UNGRADED COUNTRY SHIPMENTS. Canada Dept. Agr. Pamphlet 70, 11 p., illus. Ottawa. 1926.

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FRUITS AND VEGETABLES

GENERAL

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MARKETING OF FRUITS AND VEGETABLES IN THE VALE OF EVESHAM. (PLUMS, ASPARAGUS AND CABBAGE.) 60 p., illus. Offenham, Avoncroft College for Rural Workers. [1931.] (Avoncroft Rural Studies no. 1.)

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REPORT . . . COVERING ITS OPERATIONS TO 31ST DECEMBER, 1927. [4] p. [n. p.]. 1927.
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AN ECONOMIC STUDY CONCERNING THE OPERATIONS OF FRUIT AND VEGETABLE SHIPPERS IN WESTERN NEW YORK. N. Y. Cornell Agr. Expt. Sta. Bul. 453, 67 p., illus. Ithaca. 1926.
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STORKDYK, E. A., ERDMAN, H. E., WEST, C. H., and ALLEN, F. W.—Continued.

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CULTURE OF CITRUS FRUITS IN THE GULF STATES. U. S. Dept. Agr. Farmers' Bul. 1343, 45 p., illus. Issued July, 1923; revised September, 1929.
This bulletin is a revision of and supersedes Farmers' Bulletin 1122, by E. D. Vosbury. Harvesting and marketing citrus fruits, p. 41–42.

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Takes up the conditions under which grapefruit is profitably grown and handled in Florida and Puerto Rico including discussion of grades, packing, equipment of packing house, etc., all of which leads to the conclusion that grapefruit may also be produced in Trinidad.

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COLORING SATSUMA ORANGES IN ALABAMA. U. S. Dept. Agr. Bul. 1159, 23 p., illus. 1923.
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COOPERATIVE MARKETING

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ANNUAL REPORT, 1922/23, 1924/25, 1926/27–1929/30. [Anaheim, Calif. 1924–1929.]
Reports of operations for the years covered.

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ANNUAL REPORT OF THE GENERAL MANAGER. 1912/13–1929/30. [Los Angeles.] 1913–1930.
Cooperative marketing of citrus fruit.

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THE STORY OF CALIFORNIA ORANGES AND LEMONS. By the Sunkist Growers. 30 p., illus. Los Angeles, Calif. [1926.]
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ANNUAL REPORT. 1926/27–1930/31. [n. p.] 1927–1931.
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HARVARD BUSINESS REPORTS. Vol. 3. 597 p. Chicago and New York, A. W. Shaw Co.; London, A. W. Shaw & Co. (Ltd.) 1927.
Commentaries on the cases collected in this volume are by M. T. Thomas. California Fruit Growers' Exchange (advertising), p. 123–133.

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THE HISTORY OF THE CALIFORNIA FRUIT GROWERS EXCHANGE. 106 p., illus. Los Angeles. [G. Rice & Sons, printers.] 1925.

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ANNUAL REPORT 7–10, 1927/28–1930/31. Adelaide. 1928–1931.
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THE ORGANIZATION OF A GREAT INDUSTRY. THE SUCCESS OF THE CALIFORNIA FRUIT-GROWERS' EXCHANGE. Transvaal Univ. Col. Faculty Agr., T. U. C. Bul. 6, 18 p., illus. Pretoria. 1925.
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A COMPARATIVE STUDY OF THE CITRUS INDUSTRY OF SOUTH AFRICA. Union So. Africa Dept. Agr. Bul. 6, 106 p., illus. Pretoria. 1925.
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THE IMPROVEMENT OF CITRUS FRUIT GRADES FROM THE STANDPOINT OF THE PACKING HOUSE. Fla. State Hort. Soc. Proc. 42: 159–162. [1929?]

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THE MARKETING OF FRUIT WITH REFERENCE TO QUALITY. Fla. State Hort. Soc. Proc. 37: 86–93. [1924?]
Discussion on p. 91–93.

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PRELIMINARY NOTES ON FRUIT INSPECTION. Palestine Dept. Agr. and Forests Agr. Leaflet Ser. IV (Hort. 12), 8 p. [Jerusalem?] 1928.

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THE STANDARDIZATION OF CITRUS FRUITS. Calif. Dept. Agr. Mo. Bul. 20: 102–106. Sacramento. 1931.

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A REPORT ON THE FRUIT INSPECTION SERVICE. Palestine Dept. Agr. and Forests Agr. Leaflet, Ser. IV, (Hort. 13), 33 p., charts. [Jerusalem?] 1928.

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CITRUS MATURITY TEST. DIRECTIONS FOR TESTING EXPORT ORANGES FOR THE SUGAR-ACID RATIO. Union So. Africa. Dept. Agr. Bul. 37, 16 p., illus. Pretoria. 1928.

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REPORT OF COMMITTEE OF INQUIRY UPON CERTAIN MATTERS IN CONNECTION WITH THE FRUIT EXPORT TRADE. 14 p. Cape Town, Cape Times (Ltd.), Govt. Printers. 1925.

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EXPERIMENTS ON THE PROCESSING AND STORING OF DEGLET NOOR DATES IN CALIFORNIA. U. S. Dept. Agr. Tech. Bul. 193, 23 p., illus. 1930.

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ARGENTINE FRUIT FOR EXPORT. Boston First Natl. Bank, Buenos Aires Branch, Econ. Ser. no. 1, 11 p. 1929.
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REPORT OF THE PRESIDENT . . . TO THE MEMBERSHIP IN ANNUAL MEETING IN SAN FRANCISCO, JANUARY 1921–1925, 1927. San Francisco, 1921–1927.
The 1921 report gives a brief history of the organization from the date of the initial meeting, November 6, 1919, to January 1, 1921.

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THE GRAPE INDUSTRY. CALIFORNIA'S GREATEST AGRICULTURAL PROBLEM. A STATEMENT OF ITS ECONOMIC POSITION; ITS IMPORTANCE TO THE STATE; THE PLANS FOR THE FUTURE, EMBRACING A NEW CONCEPTION OF AGRICULTURAL RELIEF; THE ASSISTANCE REQUIRED THEREFOR. 15 p. San Francisco. 1929.
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THE ALMERIA GRAPE INDUSTRY OF THE OLD WORLD. Blue Anchor 2: 6–8, 30, 31. 1925.
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MARKETING GRAPES. Mich. State Hort. Soc. Ann. Rpt. 57: 30–34. 1927.

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MANUAL OF AMERICAN GRAPE-GROWING. New and rev. ed., 458 p., illus. New York, The Macmillan Co. 1924.
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THE MARKETING OF EASTERN GRAPES BY RETAILERS IN CINCINNATI, OHIO, 1928–29. N. Y. Agr. Col. (Cornell), Dept. Agr. Econ. and Farm Mangt., Farm Econ. no. 70, p. 1528–1533. Ithaca. 1931.
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"These data are from studies conducted by the Department of Agricultural Economics and Farm Management, New York State College of Agriculture, in cooperation with the fruit and vegetable division, Bureau of Agricultural Economics, United States Department of Agriculture, and the division of cooperative marketing of the Federal Farm Board." The article includes information as to variety and volume of grapes sold, source of supply, quality, and spoilage.

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THE UTILIZATION OF SULFUR DIOXIDE IN THE MARKETING OF GRAPES. Calif. Agr. Expt. Sta. Hilgardia 1: 107–131, illus. Berkeley. 1925.

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THE USE OF SULFUR DIOXIDE IN SHIPPING GRAPES. Calif. Agr. Expt. Sta. Bul. 471, 24 p., illus. Berkeley. 1929.
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SUMMARY OF REPORT FURNISHED BY THE EMPIRE MARKETING BOARD ON AN EXPERIMENTAL SHIPMENT OF GRAPES FROM PALESTINE TO U. K. IN JULY, 1927. Palestine Dept. Agr. and Forests, Agr. Leaflet, Ser. IV (Hort. 10), 18 p. [Jerusalem? 1927.]

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BEATTIE, W. R. (2535)

MUSKMELONS. U. S. Dept. Agr. Farmers' Bul. 1468, 38 p., illus. Issued, 1926; revised, 1930.

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CANTALOUPE PRODUCTION IN MICHIGAN. Mich. Agr. Expt. Sta. Spec. Bul. 193, 51 p., illus., charts. East Lansing. 1930.

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BRIEF REPORT . . . TEMPORARY ORGANIZATION MAY 15 TO JULY 15, 1927, CRITICISM, SUGGESTIONS . . . [7] p. El Centro, Calif. 1927.

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ANNUAL MEETING, 3–4, 7–8, 10–16, 1917–18, 1921–22, 1924–1930.

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CHANGES IN COMPOSITION DURING RIPENING AND STORAGE OF MELONS. Calif. Agr. Expt. Sta. Hilgardia. 3: 421–443, charts. Berkeley. 1928.
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CANTALOUPE PRODUCTION IN CALIFORNIA. Calif. Agr. Expt. Sta. Circ. 308, 48 p., illus. Berkeley. 1926.
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HARVESTING AND MARKETING CANTALOUPES AND HONEY DEW MELONS IN THE ARKANSAS VALLEY OF COLORADO, SEASONS OF 1924 AND 1925. Colo. Agr. Expt. Sta. Bul. 312, 59 p., illus. Fort Collins. 1926.
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MARKETING GEORGIA WATERMELONS. Amer. Inst. Coop. Amer. Coop. 1929:-137–147.

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THE JAPANESE PERSIMMON IN FLORIDA. Fla. Agr. Expt. Sta. Bul. 205, p. 527–562, illus. Gainesville. 1929.
Handling the fruit, p. 561–562. A note on p. 527 states that this bulletin was written prior to the discovery of the Mediterranean fruit fly in Florida and as this persimmon is a host of the fruit fly, readers should bear this in mind.

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CULTURE AND OUTDOOR WINTER STORAGE OF PERSIMMONS IN THE VICINITY OF PEKING, CHINA. U. S. Dept. Agr. Circ. 49, 12 p., illus. 1928.
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